

SUPPLEMENT TO

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# Automotive News

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TOP

125

DEALERSHIP  
GROUPS

The largest auto retail groups based in the United States, ranked by unit sales of new vehicles in 2013



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# Top 125 dealership groups based in the United States – ranked on 2013 new-vehicle retail sales units

2013 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*	2012 rank
1	<b>AutoNation Inc. †</b> (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	<b>292,922</b>	204,572	3,743	70,742	571,979	228	\$17,517,600,000	1
2	<b>Penske Automotive Group Inc. ††</b> (248) 648-2540; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	<b>199,795</b>	166,419	5,889	69,329	441,432	243	\$14,705,417,000	2
3	<b>Group 1 Automotive Inc. ††</b> (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	<b>155,866</b>	98,813	–	50,736	305,415	148	\$8,918,581,000	4
4	<b>Sonic Automotive Inc. †</b> (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	O. Bruton Smith chairman & CEO	<b>132,363</b>	107,054	5,911	29,961	275,289	102	\$8,843,081,000	3
5	<b>Van Tuyl Group</b> (602) 230-1051; vantuylgroup.com	1550 E. Missouri, Ste. 300 Phoenix, AZ 85014	Larry Van Tuyl CEO	<b>130,447</b>	89,093	8,790	65,683	294,013	75	\$7,967,398,735	5
6	<b>Hendrick Automotive Group</b> (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Edward Brown III president & CEO	<b>102,750</b>	74,494	3,965	56,784	237,993	87	\$6,745,829,972	6
7	<b>Asbury Automotive Group Inc. †</b> (770) 418-8200; asburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	Craig Monaghan president & CEO	<b>86,685</b>	69,454	1,274	32,125	189,538	80	\$5,334,900,000	7
8	<b>Lithia Motors Inc. †</b> (541) 776-6401; lithia.com	150 N Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	<b>67,177</b>	57,404	1,025	22,225	147,831	94	\$4,044,727,192	9
9	<b>Staluppi Auto Group</b> (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr., CEOs	<b>60,902</b>	22,284	315	23,426	106,927	29	\$2,693,512,931	8
10	<b>Larry H. Miller Group of Cos.</b> (801) 563-4100; lhm.com	9350 S. 150 E., Ste. 1000 Sandy, UT 84070	Greg Miller CEO	<b>49,548</b>	42,961	6,365	45,362	144,236	52	\$3,516,022,106	10
11	<b>Ken Garff Automotive Group</b> (801) 257-3400; kengarff.com	405 S. Main, Ste. 1200 Salt Lake City, UT 84111	Robert Garff chairman	<b>45,276</b>	30,427	3,152	23,102	101,957	46	\$2,707,393,826	11
12	<b>Greenway Automotive †</b> (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson, principals	<b>39,082</b>	21,562	–	16,568	77,212	39	\$1,620,384,764	13
13	<b>David Wilson Automotive Group †</b> (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	David Wilson president	<b>36,019</b>	13,741	–	10,573	60,333	16	\$1,642,708,996	12
14	<b>Luther Automotive Group</b> (952) 258-8808; lutherauto.com	3701 Alabama Ave. S. Minneapolis, MN 55146	David Luther CEO	<b>35,302</b>	31,308	753	19,690	87,053	30	\$2,086,994,649	–
15	<b>Jim Koons Automotive Cos.</b> (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	<b>33,497</b>	22,848	–	15,742	72,087	18	\$1,870,586,684	15
16	<b>Herb Chambers Cos.</b> (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	<b>31,865</b>	16,374	–	20,584	68,823	43	\$2,175,072,476	14
17	<b>Keyes Automotive Group</b> (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	<b>31,273</b>	11,130	–	8,816	51,219	13	\$1,704,940,744	18
18	<b>Suburban Collection</b> (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	David Fischer president & CEO	<b>29,629</b>	16,319	3,126	8,123	57,197	32	\$1,599,322,269	17
19	<b>Potamkin Automotive Group Inc.</b> (305) 774-7690; planetautomotive.com	6200 N.W. 167th St. Miami Lakes, FL 33014	Alan & Robert Potamkin co-chairmen	<b>26,804</b>	13,048	–	7,771	47,623	23	\$1,318,262,233	16
20	<b>Serra Automotive Inc.</b> (810) 694-1720; serrausa.com	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	<b>24,813</b>	19,845	142	8,160	52,960	34	\$1,357,307,662	23
21	<b>Earnhardt Auto Centers</b> (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	<b>23,510</b>	11,642	–	9,875	45,027	18	\$1,139,397,395	27
22	<b>RLJ McLarty Landers Automotive</b> (501) 374-4664; rmlauto.com	425 W. Capitol Ave., Ste. 3600 Little Rock, AR 72201	Robert Johnson & Thomas McLarty III, principals	<b>23,381</b>	16,583	–	14,996	54,960	34	\$1,278,024,498	19
23	<b>The CAR Group</b> (562) 809-3705; thecargroup.com	20322 S.W. Acacia St. Newport Beach, CA 92660	David Conant CEO	<b>22,869</b>	9,911	115	6,380	39,275	10	\$926,080,000	20
24	<b>West-Herr Automotive Group Inc.</b> (716) 649-7711; westherr.com	3448 McKinley Fwy. Blasdell, NY 14219	Scott Bieler president	<b>22,726</b>	14,946	281	18,177	56,130	18	\$1,223,364,595	29
25	<b>Findlay Automotive Group</b> (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	<b>22,577</b>	12,663	81	11,915	47,236	27	\$1,364,611,226	26
26	<b>Braman Dealerships</b> (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	<b>21,952</b>	10,069	–	9,769	41,790	14	\$1,681,744,604	–
27	<b>Rick Case Automotive Group</b> (954) 377-7400; rickcase.com	875 N. State Road 7 Fort Lauderdale, FL 33317	Rick Case chairman & CEO	<b>21,882</b>	18,460	–	–	40,342	16	\$896,146,694	21

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

‡Figures include data for dealerships outside the United States

To be considered for future top dealership lists, contact cpippen@crain.com

**Top 125 dealership groups based in the United States – ranked on 2013 new-vehicle retail sales units**

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28	<b>Galpin Motors Inc.</b> (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II president & owner	<b>21,687</b>	6,699	328	5,801	34,515	6	\$902,931,527	34
29	<b>Ourisman Automotive Group</b> (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	Mandell Ourisman chairman	<b>21,660</b>	8,257	124	8,007	38,048	24	\$1,024,443,727	25
30	<b>Fletcher Jones Automotive Group</b> (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	<b>21,070</b>	10,581	1,047	9,187	41,885	19	\$1,851,538,028	28
31	<b>DARCARS Automotive Group</b> (301) 622-0300; darcars.com	P.O. Box 9876 Silver Spring, MD 20916	John Darvish chairman	<b>20,577</b>	11,901	–	8,750	41,228	20	\$1,128,794,323	24
32	<b>Ganley Auto Group</b> (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Thomas Ganley owner & chairman	<b>19,895</b>	12,864	60	10,862	43,681	28	\$972,425,686	35
33	<b>Bob Rohrman Auto Group</b> (765) 448-1000; rohrman.com	701 Sagamore Pkwy. S. Lafayette, IN 47905	Robert Rohrman president & owner	<b>19,621</b>	17,867	–	7,044	44,532	31	\$957,738,625	22
34	<b>Chapman Automotive Group</b> (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman chairman	<b>19,516</b>	15,134	617	13,007	48,274	28	\$1,373,653,664	33
35	<b>Mac Haik Auto Group</b> (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	<b>19,371</b>	15,685	2,040	8,369	45,465	14	\$1,278,468,211	30
36	<b>Sheehy Auto Stores</b> (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	<b>18,462</b>	11,398	1,598	7,158	38,616	19	\$1,016,359,366	37
37	<b>Pohanka Automotive Group</b> (301) 899-7800; pohanka.com	1772 Ritchie Station Court Capitol Heights, MD 20743	John Pohanka chairman	<b>18,319</b>	7,848	–	7,231	33,398	15	\$1,043,380,000	32
38	<b>Summit Automotive Partners</b> (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	<b>18,097</b>	10,191	2,231	8,389	38,908	16	\$918,888,013	40
39	<b>Performance Automotive Group</b> (402) 493-7800; performanceauto.com	17950 Burt St. Omaha, NE 68118	Mickey Anderson president	<b>18,069</b>	14,045	457	9,658	42,229	16	\$1,137,599,613	31
40	<b>Victory Automotive Group</b> (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappo president	<b>17,999</b>	14,255	–	8,793	41,047	29	\$830,104,855	48
41	<b>Napleton Dealership Group</b> (630) 530-3955; ednapleton.com	1 E. Oak Hill Drive, Ste. 100 Westmont, IL 60559	Ed Napleton president	<b>17,944</b>	11,973	6,616	10,037	46,570	24	\$1,070,187,086	–
42	<b>Open Road Auto Group</b> (732) 650-1550; openroad.com	1140 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan president & CEO	<b>17,785</b>	6,250	–	5,198	29,233	15	\$1,037,537,627	36
43	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450; wyler.com	401 Milford Pkwy., Ste A Milford, OH 45150	Jeffrey Wyler chairman & CEO	<b>17,467</b>	11,528	412	7,250	36,657	27	\$854,530,181	41
44	<b>Ray Catena Motor Car Corp.</b> (732) 549-6600; raycatena.com	910 Rte. One Edison, NJ 08817	Raymond Catena owner	<b>17,015</b>	4,311	–	3,649	24,975	11	\$1,218,076,608	38
45	<b>Prestige Management Services</b> (201) 265-7800; driveprestige.com	400 Sette Drive Paramus, NJ 07652	Joseph Dockery CEO	<b>16,945</b>	6,875	–	6,293	30,113	7	\$1,245,216,701	46
46	<b>Kahlig Auto Group</b> (210) 341-8841; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	<b>16,796</b>	14,651	867	8,627	40,941	12	\$1,135,727,690	50
47	<b>Ken Page Auto Group</b> (954) 796-4509	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	<b>16,425</b>	8,807	–	6,546	31,778	13	\$682,702,954	–
48	<b>Holman Automotive Group Inc.</b> (856) 663-5200; holmanauto.com	244 E. Kings Hwy. Maple Shade, NJ 08052	Melinda Holman president & CEO	<b>16,424</b>	8,302	1,133	10,100	35,959	16	\$1,273,055,172	43
49	<b>Gillman Cos.</b> (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman Wimbish president & CEO	<b>15,887</b>	8,766	–	4,324	28,977	14	\$727,053,574	49
50	<b>Rosenthal Automotive Organization</b> (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	Robert Rosenthal chairman & CEO	<b>15,563</b>	8,644	145	4,654	29,006	13	\$1,003,588,059	42
51	<b>Sullivan Automotive Group</b> (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	<b>15,423</b>	5,287	–	1,892	22,602	11	\$762,644,513	51
52	<b>McCombs Automotive</b> (210) 821-6523; redmccombs.com	755 E. Mulberry, Ste. 600 San Antonio, TX 78212	Tim Cliver COO	<b>15,319</b>	13,195	266	8,707	37,487	10	\$956,133,000	47
53	<b>Performance Automotive Network</b> (513) 870-5020; shopperperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	Michael Dever president	<b>15,260</b>	11,405	–	5,790	32,455	10	\$778,163,314	–
54	<b>Tuttle-Click Automotive Group</b> (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	<b>15,179</b>	8,362	474	7,987	32,002	16	\$824,971,845	53
55	<b>Lia Auto Group</b> (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	<b>15,081</b>	8,442	–	9,519	33,042	18	\$682,832,000	45

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

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56	<b>Rosatti/Plaza Auto Group</b> (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	15,017	3,284	–	3,104	21,405	4	\$523,736,388	39
57	<b>Premier Automotive</b> (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	14,906	12,369	–	3,641	30,916	15	\$626,360,210	–
58	<b>Piercey Automotive Group</b> (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	William Piercey chairman	14,658	6,109	–	3,795	24,562	5	\$584,936,821	54
59	<b>Fitzgerald Auto Malls</b> (301) 881-4000; fitzmall.com	11411 Rockville Pike Kensington, MD 20895	John Fitzgerald Jr. president	14,304	10,089	59	2,884	27,336	21	\$676,515,000	44
60	<b>Del Grande Dealer Group</b> (408) 979-3706; dgdg.com	911 Capitol Expressway Auto Mall San Jose, CA 95136	Shaun Del Grande president	14,225	6,936	–	2,098	23,259	12	\$605,283,775	56
61	<b>Fred Haas Interests</b> (281) 297-7000; fredhaastoyota.com	20400 I-45 N. Spring, TX 77373	Fred Haas chairman	14,129	8,275	351	4,044	26,799	5	\$815,032,143	55
62	<b>Shammas Automotive Group</b> (213) 748-8951; dtlamotors.com	1801 S. Figueroa St. Los Angeles, CA 90015	Darryl Holter vice president & CEO	13,720	4,758	16	2,755	21,249	8	\$743,560,875	82
63	<b>Priority Auto Group</b> (757) 366-5000; priorityauto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	13,013	8,615	–	5,213	26,841	13	\$694,279,891	62
64	<b>World Class Automotive Group</b> (214) 560-1602; planetford.com	PO Box 1047 Addison, TX 75001	Randall Reed CEO	12,957	8,872	1,724	4,992	28,545	7	\$886,104,405	60
65	<b>Wilde Automotive Group</b> (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vice president	12,843	11,270	–	6,702	30,815	9	\$705,072,777	80
66	<b>Ancira Enterprises</b> (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	12,707	6,815	10,558	5,170	35,250	15	\$968,809,067	61
67	<b>Bergstrom Automotive</b> (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	12,340	10,917	–	–	23,257	25	\$858,797,459	65
68	<b>Bommarito Automotive Group</b> (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	Frank Bommarito CEO	12,288	7,035	37,001	5,323	61,647	13	\$1,858,617,170	58
69	<b>Balise Motor Sales Co.</b> (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	12,099	10,446	112	7,179	29,836	17	\$681,224,710	57
70	<b>Servco Pacific Inc. ‡</b> (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	11,972	6,668	2,078	–	20,718	9	\$535,223,000	66
71	<b>Kuni Automotive</b> (360) 553-7362; kuniauto.com	17800 SE Mill Plain, Ste. 190 Vancouver, WA 98683	Gregory Goodwin CEO	11,422	11,460	53	4,157	27,092	16	\$1,048,843,949	79
72	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484; cincyautos.com	9500 Kings Automall Road Cincinnati, OH 45249	Robert Reichert president	11,208	11,249	–	–	22,457	13	\$564,506,754	67
73	<b>Ed Morse Automotive Group</b> (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse Jr. president & CEO	11,190	5,108	1,692	5,831	23,821	15	\$682,808,217	83
73	<b>Boucher Group Inc.</b> (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	11,190	10,610	503	7,026	29,329	16	\$688,450,000	64
75	<b>Fletcher Auto Group</b> (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	11,183	8,581	–	7,554	27,318	12	\$594,009,465	77
76	<b>Fox Motors</b> (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos president & CEO	11,154	8,654	–	4,250	24,058	23	\$630,536,586	84
77	<b>Allen Samuels Enterprises Inc.</b> (254) 761-6800; allensamuels.com	301 Owen Lane Waco, TX 76710	Mike Lowry chairman	11,142	6,697	697	5,182	23,718	9	\$714,990,763	63
78	<b>LaFontaine Automotive Group</b> (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	11,014	6,082	440	–	17,536	10	\$589,394,708	–
79	<b>Morgan Auto Group</b> (813) 936-3125; morganautogroup.com	1101 E. Fletcher Ave. Tampa, FL 33612	Larry Morgan CEO	10,941	8,253	–	6,802	25,996	15	\$623,967,534	78
80	<b>Gunther Motor Co.</b> (954) 797-1660; gunthermotors.com	1660 S. State Road 7 Fort Lauderdale, FL 33317	Joseph Gunther III president	10,918	3,755	120	4,167	18,960	9	\$405,320,155	59
81	<b>Roundtree Automotive Group</b> (214) 823-3400; roundtreeautomotivegroup.com	5307 E. Mockingbird Lane, Ste. 975 Dallas, TX 75206	Matthew Stinson CEO	10,904	7,522	–	–	18,426	8	\$608,332,175	105
82	<b>Ferman Automotive Group</b> (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	10,864	5,596	390	5,903	22,753	21	\$569,015,000	85
83	<b>Germain Motor Co.</b> (614) 383-4965; stevegermain.com	4250 Morse Crossing Columbus, OH 43219	Stephen Germain president & CEO	10,839	8,853	186	4,615	24,493	10	\$638,733,538	94

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84	<b>Anderson Automotive Group</b> (919) 787-0099; anderson-auto.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	<b>10,835</b>	7,438	–	4,511	22,784	11	\$497,615,878	95
85	<b>Swope Automotive Group</b> (502) 499-5000; swope.com	10 Swope Auto Center Drive Louisville, KY 40299	Patricia Swope chairman	<b>10,740</b>	14,153	642	6,119	31,654	32	\$745,309,462	69
86	<b>White Family Cos. Inc.</b> (937) 220-6394; whitecars.com	2 Riverplace, Ste. 444 Dayton, OH 45405	Timothy White president	<b>10,732</b>	9,504	786	4,378	25,400	22	\$655,419,399	71
87	<b>Piazza Auto Group</b> (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	<b>10,725</b>	5,946	12	6,906	23,589	11	\$585,983,577	70
88	<b>Joe Machens Dealerships</b> (573) 445-4411; machens.com	1911 W. Worley Columbia, MO 65203	Gary Drewing president	<b>10,452</b>	14,884	1,040	8,970	35,346	10	\$794,572,266	90
89	<b>Zeigler Auto Group</b> (269) 488-2271; haroldzeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	<b>10,321</b>	9,694	–	4,331	24,346	18	\$644,365,836	–
90	<b>Future Automotive Group</b> (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	<b>10,232</b>	7,314	1,272	6,479	25,297	9	\$655,727,866	103
91	<b>Prestige Automotive Group</b> (586) 773-2369; prestigeautomotive.com	20200 E. Nine Mile Road Saint Clair Shores, MI 48080	Gregory Jackson president & CEO	<b>10,177</b>	2,183	5,446	–	17,806	4	\$414,281,628	–
92	<b>Hitchcock Automotive Resources</b> (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	<b>10,125</b>	3,844	–	2,324	16,293	5	\$535,794,699	96
93	<b>#1 Cochran Automotive</b> (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	<b>10,110</b>	5,839	24	5,754	21,727	17	\$533,423,114	88
94	<b>Huffines Auto Dealerships</b> (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75098	S. Ray Huffines owner & CEO	<b>10,053</b>	6,001	690	4,872	21,616	8	\$575,190,272	81
95	<b>Bob Moore Auto Group</b> (405) 605-2363; bobmoore.com	101 N. Robinson, Ste. 820 Oklahoma City, OK 73102	Mark Moore CEO	<b>10,007</b>	7,805	233	3,662	21,707	14	\$681,620,409	89
96	<b>Gettel Automotive</b> (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	<b>9,948</b>	6,746	59	5,346	22,099	14	\$515,146,993	73
97	<b>Rusnak Auto Group</b> (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	<b>9,823</b>	3,625	–	2,930	16,378	12	\$871,956,594	–
98	<b>Phil Smith Automotive Group</b> (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Philip Smith president & CEO	<b>9,822</b>	4,406	–	5,329	19,557	10	\$473,745,178	74
99	<b>Lester Glenn Auto Group</b> (732) 349-4200; lesterglenn.com	386 Rte. 37 Toms River, NJ 08753	Adam Kraushaar president	<b>9,771</b>	2,491	–	5,165	17,427	10	\$383,457,954	72
100	<b>MACMA</b> (212) 450-0621; gallerygroup.com; liag.net	375 Lexington Ave., 7th fl. New York, NY 10017	Yusuke Miki president	<b>9,701</b>	3,861	–	4,504	18,066	11	\$642,753,000	76
101	<b>Gunn Automotive Group</b> (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn chairman	<b>9,698</b>	6,030	1,318	4,640	21,686	6	\$586,472,046	75
102	<b>Colonial Automotive Group</b> (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	<b>9,694</b>	4,614	99	5,766	20,173	15	\$466,767,175	93
103	<b>Price Simms Auto Group</b> (415) 808-4800; pricesimmsinc.com	135 E. St. Francis Drake Blvd. Larkspur, CA 94939	Tom Price chairman & CEO	<b>9,659</b>	8,481	–	2,497	20,637	13	\$566,811,226	–
104	<b>Performance Cos.</b> (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther president	<b>9,474</b>	7,155	–	–	16,629	9	\$660,072,320	92
105	<b>Green Family Stores Inc.</b> (217) 522-1222; greenfamilystores.com	3801 Wabash Ave. Springfield, IL 62707	Todd Green, Jill Green & Jeff Green, presidents	<b>9,203</b>	11,657	–	5,080	25,940	16	\$543,161,115	–
106	<b>Garber Management Group</b> (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	Richard Garber president	<b>9,048</b>	14,680	1,557	8,323	33,608	39	\$661,575,645	104
107	<b>Toresco Enterprises</b> (973) 467-2900; 1800autoland.com	170 Rte. 22 E. Springfield, NJ 07081	Mark Montenero president	<b>8,998</b>	2,874	–	3,459	15,331	9	\$462,701,390	108
108	<b>Metro Motor Group</b> (561) 278-7800; metromotorgroup.com	2001 S. Federal Hwy. Delray Beach, FL 33483	Michael Grieco Sr. president	<b>8,983</b>	4,552	–	5,670	19,205	11	\$404,356,689	91
109	<b>Ron Tonkin Family of Dealerships</b> (503) 255-4100; tonkin.com	122 N.E. 122nd Ave. Portland, OR 97230	Brad & Ed Tonkin vice presidents	<b>8,859</b>	7,897	105	4,381	21,242	17	\$623,680,672	98
110	<b>Carbone Automotive Group</b> (315) 724-4216; carbonecars.com	5700 Horatio St. Utica, NY 13502	Alex, Enessa & Joe Carbone, presidents	<b>8,838</b>	5,196	339	6,346	20,719	12	\$455,725,887	99
111	<b>Kelly Automotive Group</b> (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	Brian Kelly president & CEO	<b>8,479</b>	3,695	–	4,808	16,982	8	\$392,268,951	–

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

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# Top 125 dealership groups based in the United States – ranked on 2013 new-vehicle retail sales units

2013 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*	2012 rank
112	<b>Chapman Auto Group</b> (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	8,408	3,771	–	3,413	15,592	9	\$396,103,952	106
113	<b>AutoFair Automotive Group</b> (603) 634-1000; autofair.com	1477 S.Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,301	7,153	–	5,533	20,987	7	\$420,648,000	–
114	<b>Serra Automotive Group</b> (205) 836-6775; serraautomotive.com	9709 Pkwy. E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,259	5,888	13	4,026	18,186	17	\$387,376,845	101
115	<b>Dave Smith Auto Group</b> (208) 784-1208; usautosales.com	210 N. Division Kellogg, ID 83837	Ken Smith president	8,208	4,380	–	1,849	14,437	2	\$508,817,456	115
116	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500; fusz.com	925 N. Lindbergh St. Louis, MO 63141	Randy Fusz president	8,194	6,712	489	5,737	21,132	13	\$518,241,965	97
117	<b>Byers Automotive Group</b> (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,173	6,604	1,614	4,271	20,662	8	\$494,417,280	113
118	<b>Phil Long Dealerships</b> (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	8,155	8,529	800	5,597	23,081	19	\$619,780,618	87
119	<b>Cooper Auto Group</b> (405) 733-1611; cooperautogroup.com	6601 S.E. 29th St. Midwest City, OK 73110	Joe Cooper owner & manager	8,153	11,093	67	3,789	23,102	13	\$617,003,280	121
120	<b>Grossinger Auto Group</b> (847) 674-9000; grossinger.com	6900 N. McCormick Blvd. Lincolnwood, IL 60712	Caroline & Gary Grossinger co-presidents	8,146	3,601	720	4,109	16,576	7	\$393,635,716	102
121	<b>Stevenson Automotive Group</b> (910) 455-1555; stevensonauto.com	2325 N. Marine Blvd. Jacksonville, NC 28546	John Stevenson president	8,139	5,670	–	7,188	20,997	12	\$446,244,790	124
122	<b>Noarus Auto Group</b> (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	8,116	3,699	–	2,177	13,992	6	\$370,000,399	114
123	<b>Mike Shaw Automotive</b> (303) 639-6300; mikeshawautomotive.com	50 S. Steele St., Ste. 820 Denver, CO 80209	Mike Shaw president	8,084	7,204	–	–	15,288	10	\$413,825,107	117
124	<b>Carl Gregory Enterprises Inc.</b> (706) 324-2380; carlgregorycars.com	3000 Northlake Pkwy., Bldg. 300 Columbus, GA 31909	Carl Gregory chairman	8,038	5,988	164	2,804	16,994	18	\$404,770,000	111
125	<b>Bobby Rahal Automotive Group</b> (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	8,020	5,754	–	–	13,774	9	\$594,921,350	112

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

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