

AUTOMAKERS

Rank Prev. Rank	Company •Address	•Website •Email	OC employees •yearly % change	U.S. vehicle sales for 12 months ended June 30, 2016 •yearly % change	Operations in OC	Parent company •Headquarters	U.S. authorized dealers OC authorized dealers	Top local official(s) •Title •Phone/fax
1 (6)	Karma Automotive LLC 3080 Airway Ave. Costa Mesa 92626-6034	karmaautomotive.com clientservices@karmaautomotive.com	510 292.3%	wnd	Global headquarters, manufacturing	Wanxiang America Corp. Costa Mesa	8 8 ⁽¹⁾	Tom Corcoran CEO (714) 723-3474
2 (2)	Hyundai Motor America Inc. 10550 Talbert Ave. Fountain Valley 92708-6031	hyundaiusa.com	500 4%	764,621 4.4%	Western region headquarters, Hyundai/ Kia America Design and Technical Center, Hyundai Information Services North America, Hyundai Capital America	Hyundai Kia Automotive Group Seoul, South Korea	835 6	David Zuchowski CEO/president (714) 965-3000/(714) 965-3861
3 (1)	Mazda North American Operations 7755 Irvine Center Drive Irvine 92618-2922	mazdausa.com	491 -5.4%	305,542 -0.9%	North American headquarters, research and development, design, and western region operations	Mazda Motor Corp. Hiroshima, Japan	623 5	Masahiro Moro CEO/president (949) 727-1990/(949) 727-6101
4 (3)	Kia Motors America Inc. 111 Peters Canyon Road Irvine 92606-1790	kia.com	326 7.9%	697,300 17.4%	North American headquarters, sales, marketing, consumer affairs, finance, human resources, legal, product planning, public relations	Hyundai Kia Automotive Group Seoul, South Korea	765 5	Jang Won (Justin) Sohn CEO/president (949) 468-4800/(949) 468-4905
5 (4)	Mitsubishi Motors North America Inc. 6400 Katella Ave. Cypress 90630-0064	mitsubishicars.com	240 3%	95,342 8.9%	Corporate planning, product planning, sales operations, marketing and public relations, human relations, legal, finance and accounting, fixed operations	Mitsubishi Motors Corp. Tokyo	364 2	Ryujiro Kobashi CEO/president (714) 372-6400
6 (5)	Isuzu Commercial Truck of America Inc. 1400 S. Douglass Road Anaheim 92806-6904	isuzucv.com marketing@icta-us.com	155 -16.2%	23,000 7%	North American headquarters	Isuzu Motors Ltd. Anaheim	293 1	Shaun Skinner president, Isuzu Commercial Truck of America/president, Isuzu Commercial Truck of Canada (866) 441-9638

Abbreviations: wnd: would not disclose
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⁽¹⁾ Business Journal estimate

Researched by Dana Truong

AUTO DEALERS

Rank	Company	•Website •Address •Email	Sales volume for 12 months ended June 30, 2016 (millions) •yearly % change	New cars sold for 12 months ended June 30, 2016 •yearly % change	Used cars sold for 12 months ended June 30, 2016 •yearly % change	Salespersons	Service personnel	Make(s) sold •Principal financing source(s)	Owner(s)/Parent company •Top local official(s) •Phone/fax
1 (1)	Fletcher Jones Motorcars 3300 Jamboree Road Newport Beach 92660-8528	fjmercedes.com rhanki@fjmercedes.com	\$656.6 -1.8%	6,724 -5.3%	2,528 -2.2%	62	234	Mercedes-Benz Mercedes-Benz Financial Services	Fletcher Jones Jr. Garth Blumenthal (949) 718-3000/(949) 718-3100
2 (2)	Crevier BMW 1500 Auto Mall Drive Santa Ana 92705-4737	crevierbmw.com	\$346.2 0.8%	3,584 -7.8%	2,162 21.6%	44	117	BMW BMW Financial Services	Penske Automotive Group Al Parajackas (657) 231-5000
3 (3)	Toyota of Orange 1400 N. Tustin Ave. Orange 92867-3995	toyotaoforange.com	\$314.8 10.6%	8,829 6.5%	1,700 0.9%	40	100	Toyota, Scion Comerica Bank	David Wilson Allen Moznett (714) 639-6750/(714) 771-0363
4 (4)	Mercedes-Benz of Laguna Niguel 1 Star Drive Laguna Niguel 92677-4589	mblaguna.com sales@mblaguna.com	\$248.7 2.9%	3,400 10.2%	1,003 -10.1%	27	121	Mercedes-Benz, Sprinter, AMG, smart Mercedes-Benz Financial Service USA LLC	Lorelei J. Pingree Trust Pat Bolter (949) 347-3700/(949) 347-3891
5 (5)	Irvine BMW 9881 Research Drive Irvine 92618-4304	irvinebmw.com	\$233.9 ⁽¹⁾ NA	2,815 ⁽¹⁾ NA	1,710 ⁽¹⁾ NA	34 ⁽¹⁾	101 ⁽¹⁾	BMW, Mini BMW Financial Services	Damon Shelly Steve Rudkin (800) 817-2032
6 (6)	House of Imports 6862 Auto Center Drive Buena Park 90621-3691	mbz.com davissons@autonation.com	\$218 -4.9%	2,405 -1.6%	1,167 -8.8%	25	72	Mercedes-Benz AutoNation	AutoNation Sean Davisson (714) 562-1100/(714) 562-1212
7 (7)	Newport Auto Center 445 E. Pacific Coast Highway Newport Beach 92660-6133	newportautocenter.com	\$208 0%	1,507 -2.6%	560 -13.8%	26	62	Bentley, Porsche, Audi AutoNation	AutoNation Tim Tauber (949) 673-0900/(949) 675-0634
8 (8)	Newport Lexus 3901 MacArthur Blvd. Newport Beach 92660-3012	newportlexus.com	\$184.4 7.4%	2,394 4.1%	1,155 6.6%	23	112	Lexus Comerica Bank	David Wilson/A.J. D'Amato Jr. A.J. D'Amato/Anthony Robert D'Amato (949) 477-7088/(949) 477-7175
9 (9)	Mercedes-Benz of Anaheim 5395 E. La Palma Ave. Anaheim 92807-2035	anaheimmercedes.com	\$165.5 ⁽¹⁾ NA	2,085 ⁽¹⁾ NA	520 ⁽¹⁾ NA	28 ⁽¹⁾	70 ⁽¹⁾	Mercedes-Benz Mercedes-Benz Financial Services USA LLC	Caliber Motors Co. David Sims (714) 406-4376
10 (13)	Honda World Westminster 13600 Beach Blvd. Westminster 92683-3202	ochondaworld.com jimkitz@ochondaworld.com	\$160.6 11.5%	4,487 14.5%	1,516 -1.7%	44	81	Honda Comerica Bank, Honda Financial Services	William Piercey Chris Bruno (714) 890-8900/(714) 895-7274
11 (12)	AutoNation Toyota Scion Irvine 9101 Research Drive Irvine 92618-4206	powertoyotairvine.com gulamo@autonation.com	\$142.6 -4.2%	3,028 -14.6%	1,653 10.1%	36	59	Toyota, Scion Toyota Motor Credit Corp.	AutoNation Omar Gulam (949) 768-0688/(949) 585-6987
12 (33)	Elmore Toyota 15300 Beach Blvd. Westminster 92683-6296	elmoretoyota.com jan@elmoretoyota.com	\$132.9 11.9%	2,988 3%	972 16.4%	35	41	Toyota, Scion Toyota Motor Credit Corp.	Judith Elmore David McHowell (714) 894-3322/(714) 379-6412
13 (15)	Lexus of Westminster 13590 Beach Blvd. Westminster 92863-3202	lexuswestminster.com	\$130 ⁽¹⁾ NA	1,800 ⁽¹⁾ NA	1,000 ⁽¹⁾ NA	40 ⁽¹⁾	100 ⁽¹⁾	Lexus Toyota Motor Credit Corp.	Robert Longpre John Oh (888) 413-1938
14 (20)	Tuttle-Click Ford Inc. 43 Auto Center Drive Irvine 92618-2802	tuttleclickford.com	\$116 15.8%	1,911 14.9%	351 13.2%	25	46	Ford, Lincoln Chase Bank	Tuttle-Click Automotive Group Sean McCartney (949) 472-5200
15 (19)	Freeway Honda 1505 Auto Mall Drive Santa Ana 92705-4738	freewayhonda.com	\$114.4 12.4%	3,582 15%	881 -3.6%	24	36	Honda Comerica Bank	David Wilson Derrick Van Nieulande (714) 547-3555/(714) 667-5160
16 (22)	David Wilson's Villa Ford 2550 N. Tustin Ave. Orange 92865-5666	davidwilsonvillaford.com	\$113.7 17.7%	2,287 21.3%	970 16.2%	18	38	Ford Comerica Bank	David Wilson Scott Wade (888) 248-5750
17 (23)	Hardin Honda 1381 S. Auto Center Drive Anaheim 92806-5612	hardinhonda.com rhardin@hardin.com	\$108.9 13.9%	3,413 10.1%	1,088 23.2%	28	52	Honda Honda Financial Services	Dennis Hardin/Hardin Automotive Roberta Hardin Bechtloff (714) 533-6200
18 (16)	South Coast Toyota and Scion 1966 Harbor Blvd. Costa Mesa 92627-2670	southcoasttoyota.com	\$108.9 -6.5%	2,400 -5.4%	833 -10.1%	18	53	Toyota, Scion Comerica Bank	David Wilson Paul Lunsford (949) 722-2000/(949) 764-4121
19 (18)	Toyota Place 9670 Trask Ave. Garden Grove 92844-2801	toyotaplace.com	\$101.9 ⁽¹⁾ NA	2,481 ⁽¹⁾ NA	1,105 ⁽¹⁾ NA	33 ⁽¹⁾	25 ⁽¹⁾	Toyota, Scion Toyota Financial Services	Noarus Auto Group Sam Chaalan (888) 352-5533
20 (14)	Hardin Hyundai 1271 Auto Center Drive Anaheim 92806-5612	hardinhyundai.com jhardin@hardin.com	\$101 -24.3%	2,867 -25.5%	1,741 38%	40	30	Hyundai Hyundai Finance	Hardin Auto Group Jared Hardin (714) 956-1820

Sales volume is total dealer revenue and includes cars sold, parts, service and body shop.

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21 (NR)	Audi South Coast 1425 Auto Mall Drive Santa Ana 92705-4733	audisouthcoast.com	\$100.2 -2.9%	1,267 9.6%	547 -21.6%	18	46	Audi VCI	Penske Automotive Group Al Parajeckas (657) 231-5500/(714) 835-0881
22 (17)	Toyota of Huntington Beach 18881 Beach Blvd. Huntington Beach 92647-2007	toyotaofhuntingtonbeach.com	\$99.3 -12.9%	2,378 -17.7%	970 -1.3%	30	48	Toyota, Scion Comerica Bank	David Wilson Bob Miller (714) 847-8555/(714) 847-3675
23 (21)	Tuttle-Click Chrysler Jeep Dodge Ram⁽²⁾ 40 Auto Center Drive Irvine 92618-2802	tuttleclickchrysler.com	\$92 -5.5%	1,745 -14.2%	338 -25.1%	23	28	Dodge, Chrysler, Jeep, Ram Chase Bank	Tuttle-Click Automotive Group Ahmad Soleman (949) 472-7400
24 (26)	Ford of Orange 1350 W. Katella Ave. Orange 92867-3524	fordoforange.com	\$85.7 6.4%	1,722 6.6%	769 -11.9%	29	38	Ford Comerica Bank	David Wilson Mike Kitzmiller (714) 633-6731/(714) 516-9840
25 (25)	Allen Cadillac GMC⁽³⁾ 28332 Camino Capistrano Laguna Niguel 92677-1139	allencadillacgmc.com	\$84.7 ⁽¹⁾ NA	1,841 ⁽¹⁾ NA	411 ⁽¹⁾ NA	16 ⁽¹⁾	48 ⁽¹⁾	Cadillac, GMC General Motors Acceptance	Scott Allen/Mitch Allen Cliff Allen (888) 392-1335
26 (27)	Miller Toyota of Anaheim 1331 N. Euclid St. Anaheim 92801-1956	millertoyotaofanaheim.com	\$80 ⁽¹⁾ NA	1,700 ⁽¹⁾ NA	1,300 ⁽¹⁾ NA	25 ⁽¹⁾	40 ⁽¹⁾	Toyota Toyota Motor Credit Corp.	Group 1 Automotive Inc. Frank Murphy (714) 879-6300
27 (28)	AutoNation Toyota Scion Buena Park 6400 Beach Blvd. Buena Park 90621-2813	powertoyotabuenapark.com parky@autonation.com	\$79.7 0.2%	1,618 -4%	965 -1.2%	15	32	Toyota AutoNation	AutoNation Young Park (714) 522-6144/(714) 224-5270
28 (29)	Connell Chevrolet 2828 Harbor Blvd. Costa Mesa 92626-1350	connelchevrolet.com	\$73.4 ⁽¹⁾ NA	1,006 ⁽¹⁾ NA	630 ⁽¹⁾ NA	23 ⁽¹⁾	41 ⁽¹⁾	Chevrolet Ally Financial	Paul Doddridge Wayne Doddridge (714) 656-2712
29 (30)	Norm Reeves Honda Huntington Beach 19131 Beach Blvd. Huntington Beach 92648-2307	normreeveshuntingtonbeach.com	\$69 ⁽¹⁾ NA	1,862 ⁽¹⁾ NA	844 ⁽¹⁾ NA	26 ⁽¹⁾	30 ⁽¹⁾	Honda Honda Financial Services	Conant Auto Retail Group Paul Conant (888) 405-0115
30 (32)	Rancho Santa Margarita Honda 29961 Santa Margarita Parkway Rancho Santa Margarita 92688-3610	rsmhonda.com rcarmendy@rsmhonda.net	\$68.4 2.5%	1,882 -2.3%	632 1.8%	18	6	Honda Honda Financial	RSM Motors LP Robert Carmendy (949) 713-2000/(949) 709-7362
31 (NR)	Tuttle-Click Tustin Inc. 40 Auto Center Drive Tustin 92782-8401	tuttleclicktustincj.com	\$68.2 13.4%	1,636 63.1%	301 -4.1%	18	22	Chrysler, Jeep, Dodge, Ram Chase Bank	Tuttle-Click Automotive Group Al Dimont (949) 598-4600
32 (38)	AutoNation Infiniti Tustin 33 Auto Center Drive Tustin 92782-8402	autonationinfinititustin.net lala@autonation.com	\$67 39.4%	984 66.5%	527 1%	18	25	Infiniti AutoNation	AutoNation Arnold Lai (714) 832-6111
33 (31)	AutoNation Honda Costa Mesa 2888 Harbor Blvd. Costa Mesa 92626-3911	wesseim@autonation.com	\$65 -4.9%	1,555 -13.9%	726 1%	19	36	Honda AutoNation	AutoNation Aaron Dupont (714) 436-5050
34 (34)	Hardin Buick GMC⁽⁴⁾ 1321 Auto Center Drive Anaheim 92806-5612	hardinbuickgmc.com info@hardin.com	\$60.9 0.8%	926 2.4%	585 0.9%	14	25	Buick, GMC GM Financial	Hardin Auto Group Jared Hardin (714) 635-2020/(714) 956-1869
35 (37)	Weir Canyon Honda 8323 E. La Palma Ave. Anaheim 92808-2511	weircanyonhonda.com	\$58.2 9.1%	1,582 11.6%	569 0.5%	10	32	Honda Comerica Bank	David Wilson Paul Swim (714) 777-3300/(714) 777-2924
36 (35)	AutoNation Ford Tustin 2 Auto Center Drive Tustin 92782-8401	autonationfordtustin.com	\$56.3 -5.4%	936 -3.6%	483 -22%	23	34	Ford AutoNation	AutoNation Troy Blackwell (714) 832-3300
37 (36)	Costa Mesa Nissan 2850 Harbor Blvd. Costa Mesa 92626-3911	costamesanissan.com	\$54.7 ⁽¹⁾ NA	867 ⁽¹⁾ NA	690 ⁽¹⁾ NA	16 ⁽¹⁾	15 ⁽¹⁾	Nissan NMAC	Paul Doddridge Luis Santillan (714) 382-0160
38 (NR)	Tuttle-Click's Capistrano Ford Inc. 33301 Camino Capistrano San Juan Capistrano 92675-4809	capistranoford.com	\$51.8 6.9%	992 4.8%	264 -12.6%	14	34	Ford Chase Bank	Tuttle-Click Automotive Group Mike Aziz (949) 267-3314
39 (11)	Volkswagen South Coast 1450 Auto Mall Drive Santa Ana 92705-4732	vwsouthcoast.com	\$43.5 -15.2%	988 -6.3%	519 -28.1%	11	29	Volkswagen VCI	Penske Automotive Group Al Parajeckas (657) 231-5600/(714) 835-0881
40 (40)	Mazda of Orange 1350 W. Katella Ave. Orange 92867-3524	mazdaoforange.com	\$41.3 1.9%	1,068 0.8%	513 1.6%	11	11	Mazda Comerica Bank	David Wilson Mike Kitzmiller (888) 850-0266/(714) 516-9550

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⁽²⁾ Previously listed as Tuttle-Click Inc.

⁽³⁾ Previously listed as Allen Cadillac GMC Hyundai

⁽¹⁾ Business Journal estimate

⁽⁴⁾ Previously listed as Hardin Buick Pontiac GMC

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