

RANKING COLUMBIA'S DEALERSHIPS

PHOTOS BY JENNIFER KETTLER

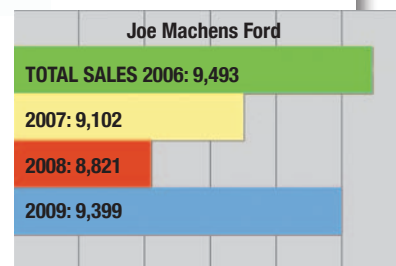


#1. Joe Machens Ford-Lincoln Mercury
1911 W. Worley
joemachensford.com
Gary Drawing, owner



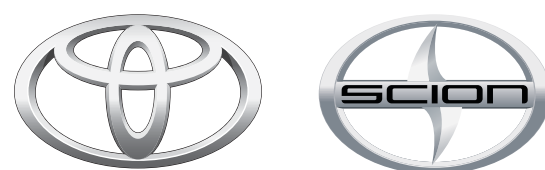
#1

New vehicle sales	Used	Total
2007: 4,054	5,048	9,102
2008: 3,539	5,282	8,821
2009: 3,519	5,880	9,399
% change	New sales	Used
From 2007	-13.2%	+16.5%
From 2008	-0.6%	+11.3%
Jan. 1-April 30 total vehicle sales		
2009: 1,286		
2010: 1,535		



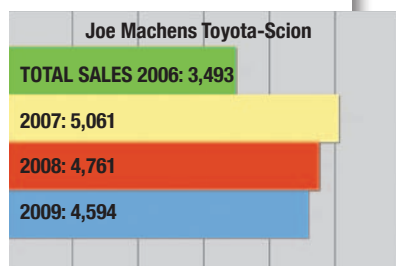
Change from 2009: +19.36% **LAST YEAR'S RANK: #1**

#2. Joe Machens Toyota-Scion
900 Bernadette Drive
joemachentoyota.com
Gary Drawing, owner



#2

New vehicle sales	Used	Total
2007: 3,023	2,038	5,061
2008: 2,627	2,134	4,761
2009: 2,118	2,476	4,594
% change	New sales	Used
From 2007	-29.9%	+21.5%
From 2008	-19.4%	+16%
Jan. 1-April 30 total vehicle sales		
2009: 632		
2010: 664		



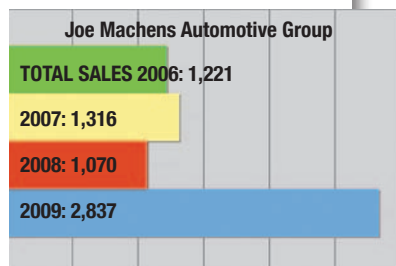
Change from 2009: +5% **LAST YEAR'S RANK: #2**

#3 Joe Machens Automotive Group (Mazda, Mercedes-Benz, Cadillac, Pontiac)
500 Vandiver Drive
joemachensgm.com
Gary Drawing, owner



#3

New vehicle sales	Used	Total
2007: 325	991	1,316
2008: 300	770	1,070
2009: 636	2,201	2,837
% change	New sales	Used
From 2007	+95.7%	+122.1%
From 2008	+112%	+185.8%
Jan. 1-April 30 total vehicle sales		
2009: 356		
2010: 503		



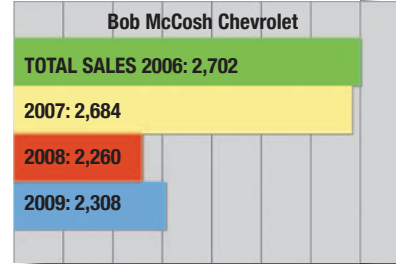
Change from 2009: +41.3 **LAST YEAR'S RANK: #8**

#4. Bob McCosh Chevrolet
1 Business Loop 70
bobmccoshchevrolet.com
Bob McCosh, owner



#4

New vehicle sales	Used	Total
2007: 1,393	1,291	2,684
2008: 1,038	1,222	2,260
2009: 1,196	1,112	2,308
% change	New sales	Used
From 2007	-14.1%	-13.9%
From 2008	+15.2%	-9%
Jan. 1-April 30 total vehicle sales		
2009: 316		
2010: 357		



Change from 2009: +13% **LAST YEAR'S RANK: #3**



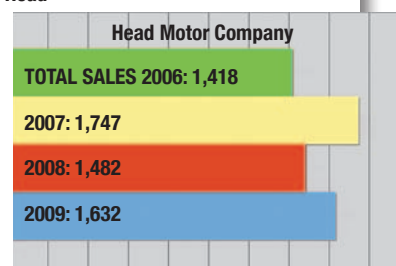
Brian Bailey, Joe Benne new vehicle sales managers

#5. Head Motor Company
710 Business Loop 70 W.
headmotorcompany.com
Steven and Stewart Head, owners



#5

New vehicle sales	Used	Total
2007: 639	1,108	1,747
2008: 509	973	1,482
2009: 521	1,111	1,632
% change	New sales	Used
From 2007	-18.5%	+0.3%
From 2008	+2.5%	+14.2%
Jan. 1-April 30 total vehicle sales		
2009: 258		
2010: 200		



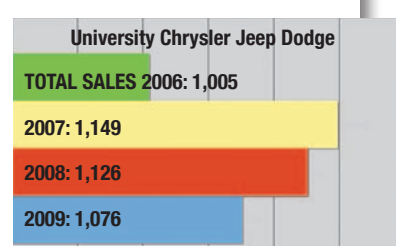
Change from 2009: -22.5% **LAST YEAR'S RANK: #4**

#6. University Chrysler Jeep Dodge
1310 Vandiver Drive
universitychrysler.com
Danny Burks and Dave Drane, owners



#6

New vehicle sales	Used	Total
2007: 433	716	1,149
2008: 418	708	1,126
2009: 450	626	1,076
% change	New sales	Used
From 2007	+3.9%	-12.6%
From 2008	+7.7%	-11.6%
Jan. 1-April 30 total vehicle sales		
2009: 195		
2010: 132		



Change from 2009: -32.3% **LAST YEAR'S RANK: #6**

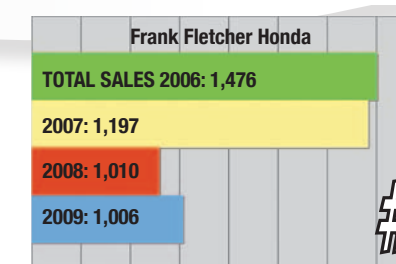
Columbia Dealerships Total Sales

2007: 26,669
2008: 23,491
2009: 25,349
One-year change: 7.9%
Two-year change: -1.25%
Jan-April 2009: 3,644
Jan-April 2010: 4,244
One-year change: 16.5%

#7 Frank Fletcher Honda*

1717 N. Providence, centralmohonda.com, Frank Fletcher, owner

New vehicle sales	Used	Total
2007: 774	423	1,197
2008: 660	350	1,010
2009: 604	402	1,006
% change	New sales	Used
From 2007	-22%	-5%
From 2008	-8.5%	+14.7%
Jan. 1-April 30 total vehicle sales		
2009: 200		
2010: 183		



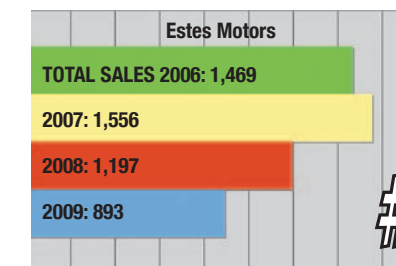
Change from 2009: -8.5% **LAST YEAR'S RANK: #9**

*Purchased from Don Albert in April 2010.

#8 Estes Motors

1300 Vandiver Drive, columbiayahundaimo.com, Larry Estes, owner

New vehicle sales	Used	Total
2007: 822	734	1,556
2008: 629	568	1,197
2009: 477	416	893
% change	New sales	Used
From 2007	-42%	-43.3%
From 2008	-24.2%	+26.8%
Jan. 1-April 30 total vehicle sales		
2009: 172		
2010: 172		

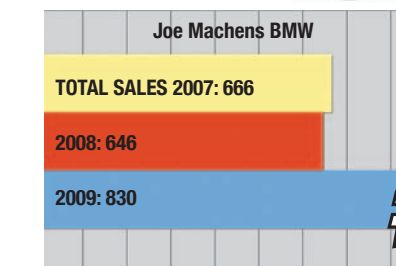


Change from 2009: 0% **LAST YEAR'S RANK: #5**

#9 Joe Machens BMW

1510 I-70 Drive S.W., joemachensbmw.com, Gary Drawing, owner

New vehicle sales	Used	Total
2007: 224	442	666
2008: 191	455	646
2009: 160	670	830
% change	New sales	Used
From 2007	-28.6%	+51.6%
From 2008	-16.2%	+47.3%
Jan. 1-April 30 total vehicle sales		
2009: 115		
2010: 118		

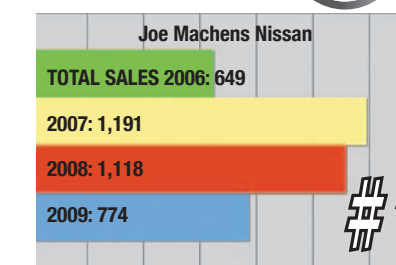


Change from 2009: +2.6% **LAST YEAR'S RANK: #10**

#10 Joe Machens Nissan

201 Nebraska Ave., joemachensnissan.com, Gary Drawing, owner

New vehicle sales	Used	Total
2007: 606	585	1,191
2008: 614	504	1,118
2009: 373	401	774
% change	New sales	Used
From 2007	-38.5%	-31.5%
From 2008	-39.3%	-20.4%
Jan. 1-April 30 total vehicle sales		
2009: 114		
2010: 380		



Change from 2009: +233.3% **LAST YEAR'S RANK: #7**