

BMW Dealer Performance - Center of Excellence

Criteria: Brand=BMW, Level=66788 Hendrick BMW, Year=2011, Month=Dec, Grouping=All

Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank
Southern	21 Carolina...	66788-Hendrick BMW	99.2%	Leader	F	1	F 1	1
Eastern	17 Maryland...	24285-BMW of Charlottesville	95.7%	Not Rnk'd	A		A	2
Central	45 Cincinna...	86627-Don Jacobs BMW	95.6%	Leader	B	1	B 1	3
Southern	22 North Fl...	36634-Hilton Head BMW	94.3%	Not Rnk'd	B		B	4
Western	37 San Fran...	32652-Peter Pan BMW	94.2%	Leader	E	1	E 1	5
Eastern	11 Connecti...	24618-BMW of Bridgeport	94.0%	Leader	D	1	D 1	6
Southern	28 Central ...	86773-Century BMW	93.9%	In Run'g	B	2	B 2	7
Central	45 Cincinna...	27600-Dreyer & Reinbold, Inc.	93.9%	Leader	D	2	D 2	7
Western	38 Pacific ...	36021-Kuni BMW	93.2%	Leader	E	2	E 2	9
Southern	26 Houston	21471-BMW of Houston North	92.8%	Leader	F	2	F 2	10
Western	39 Rocky Mo...	05042-Schomp BMW of Highlands Ranch	92.7%	Leader	E	3	E 3	11
Western	31 Metro Sa...	76561-Savage BMW	92.3%	Leader	D	3	D 3	12
Western	36 San Fran...	10731-East Bay BMW	92.0%	Leader	E	4	E 4	13
Southern	21 Carolina...	26338-Performance BMW	91.6%	Leader	D	4	D 4	14
Southern	20 Atlanta	20648-United BMW of Gwinnett Place	91.2%	Leader	F	3	F 3	15
Central	43 Dayton /...	26725-Bobby Rahal BMW of South Hills	91.2%	Leader	D	5	D 5	15
Eastern	10 New Engl...	16815-Tulley BMW	91.0%	In Run'g	D	6	D 6	17
Central	46 St. Loui...	24024-Autohaus BMW of Maplewood	90.9%	In Run'g	D	7	D 7	18
Eastern	10 New Engl...	29461-BMW of Stratham	90.8%	Leader	C	1	C 1	19
Eastern	18 Central ...	26776-Thompson BMW	89.7%	Leader	E	5	E 5	20
Eastern	16 District...	35797-Passport BMW	89.6%	Leader	F	4	F 4	21
Eastern	11 Connecti...	32083-BMW of Ridgefield	89.5%	Leader	C	2	C 2	22
Southern	26 Houston	26747-Momentum BMW	89.1%	Leader	F	5	F 5	23
Southern	26 Houston	28628-Advantage BMW	88.5%	Leader	F	6	F 6	24
Western	30 Sun Belt	16450-Sandia BMW	88.3%	Leader	C	3	C 3	25
Southern	21 Carolina...	33462-BMW of Myrtle Beach	88.2%	Leader	A	1	A 1	26
Western	34 Los Ange...	31642-BMW of Monrovia	88.2%	Leader	F	7	F 7	26
Eastern	10 New Engl...	56568-BMW Gallery	87.8%	Leader	F	8	F 8	28
Southern	28 Central ...	21851-Tom Williams Imports	87.6%	In Run'g	C	4	C 4	29
Central	47 Minneapo...	30461-BMW of Dubuque	87.4%	In Run'g	A	2	A 2	30
Southern	21 Carolina...	31384-BMW of Columbia	87.4%	Not Rnk'd	C		C	30
Western	38 Pacific ...	46038-BMW Northwest	87.0%	In Run'g	C	5	C 5	32
Western	30 Sun Belt	21294-Desert BMW of Las Vegas	86.9%	Leader	E	6	E 6	33
Western	34 Los Ange...	22180-Valencia BMW	86.6%	Leader	F	9	F 9	34
Southern	28 Central ...	10698-Sandy Sansing BMW	86.5%	In Run'g	A	3	A 3	35
Western	37 San Fran...	30822-BMW of Monterey	85.9%	In Run'g	B	3	B 3	36
Western	30 Sun Belt	10729-Chapman BMW	85.9%	Leader	F	10	F 10	36
Southern	25 Dallas	31833-BMW of Northwest Arkansas	85.8%	In Run'g	A	4	A 4	38
Eastern	16 District...	23367-BMW of Alexandria	85.8%	Leader	E	7	E 7	38
Southern	28 Central ...	21233-BMW of Chattanooga	85.6%	In Run'g	B	4	B 4	40
Southern	24 South Fl...	46891-Braman Motorcars	85.3%	Leader	F	11	F 11	41
Central	47 Minneapo...	29672-BMW of Des Moines	85.3%	Not Rnk'd	B		B	41
Eastern	14 New Jers...	23418-Flemington BMW	85.2%	In Run'g	D	8	D 8	43
Central	47 Minneapo...	30821-BMW of Minnetonka	84.8%	Leader	E	8	E 8	44

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Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank	
Eastern	11 Connecti...	30460-BMW Mt. Kisco	84.3%			D	9	D 9	45
Western	39 Rocky Mo...	05095-Murray BMW of Denver	84.2%			D	10	D 10	46
Central	46 St. Loui...	53781-Isringhausen Imports	83.8%			B	5	B 5	47
Western	31 Metro Sa...	32467-BMW South County	83.7%			D	11	D 11	48
Southern	28 Central ...	29187-BMW of Montgomery	83.5%			A	5	A 5	49
Eastern	11 Connecti...	30413-BMW of Greenwich	83.5%	Leader		F	12	F 12	49
Southern	27 West Tex...	26840-Autoplex BMW	83.3%			A	6	A 6	51
Western	33 Los Ange...	31643-Long Beach BMW	83.1%	In Run'g		E	9	E 9	52
Central	41 Chicago ...	26792-Bill Jacobs BMW	82.6%			D	12	D 12	53
Southern	29 Delta	46550-Walker BMW	82.6%	Not Rnk'd		A		A	53
Central	41 Chicago ...	24987-Laurel BMW of Westmont	82.5%	In Run'g		E	10	E 10	55
Central	47 Minneapo...	30414-Motorwerks BMW	82.5%	In Run'g		E	10	E 10	55
Eastern	15 Philadel...	31638-BMW of Mt. Laurel	82.4%			E	12	E 12	57
Western	36 San Fran...	04618-Niello BMW Sacramento	82.2%	In Run'g		C	6	C 6	58
Central	41 Chicago ...	34883-BMW of Schererville	82.1%			C	7	C 7	59
Southern	26 Houston	21853-BMW of Beaumont	82.0%			A	7	A 7	60
Eastern	10 New Engl...	35084-BMW of Cape Cod	82.0%			A	7	A 7	60
Southern	27 West Tex...	42164-BMW of San Antonio	81.9%			E	13	E 13	62
Central	40 Chicago ...	86716-Patrick BMW	81.8%			E	14	E 14	63
Central	45 Cincinna...	36696-Sam Swope BMW	81.7%			C	8	C 8	64
Western	38 Pacific ...	24336-BMW Seattle	81.7%			E	15	E 15	64
Southern	23 Central ...	10736-Fields BMW - Lakeland	81.6%			D	13	D 13	66
Eastern	17 Maryland...	96669-Russel BMW	81.3%			C	9	C 9	67
Southern	25 Dallas	42111-Classic BMW	81.3%	Leader		F	13	F 13	67
Eastern	18 Central ...	56770-Faulkner BMW	81.2%			C	10	C 10	69
Southern	28 Central ...	16694-Grayson BMW	81.0%			C	11	C 11	70
Eastern	10 New Engl...	34400-Herb Chambers BMW	80.8%	In Run'g		F	14	F 14	71
Southern	28 Central ...	34537-BMW of Mobile	80.7%			A	9	A 9	72
Eastern	15 Philadel...	67600-Otto's BMW	80.7%			E	16	E 16	72
Western	38 Pacific ...	21389-Medford BMW	80.4%			A	10	A 10	74
Eastern	19 Upstate ...	51200-Keeler BMW	80.2%			E	17	E 17	75
Western	38 Pacific ...	86351-Carrera BMW	79.7%			A	11	A 11	76
Western	39 Rocky Mo...	55806-Firmage BMW of Murray	79.6%			D	14	D 14	77
Central	47 Minneapo...	26865-Kimberly BMW of Davenport	78.8%			A	12	A 12	78
Central	40 Chicago ...	96628-Fields BMW	78.8%			D	15	D 15	78
Western	32 Los Ange...	17966-New Century BMW	78.8%	In Run'g		F	15	F 15	78
Central	43 Dayton /...	86813-A & L BMW	78.7%			B	6	B 6	81
Western	30 Sun Belt	32082-BMW of Tucson	78.6%			B	7	B 7	82
Central	46 St. Loui...	26273-Joe Machens BMW	78.3%			A	13	A 13	83
Central	44 Clevelan...	46672-New Motors, Inc.	78.3%			A	13	A 13	83
Western	31 Metro Sa...	24335-BMW of San Diego	78.3%	In Run'g		F	16	F 16	83
Western	32 Los Ange...	04660-Santa Monica BMW	78.2%			D	16	D 16	86
Western	35 Los Ange...	24781-BMW of Bakersfield	78.2%			D	16	D 16	86
Southern	26 Houston	21854-BMW of Corpus Christi	78.1%			B	8	B 8	88

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Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank	
Central	47 Minneapo...	23071-BMW of Lincoln	78.1%			B	8	B 8	88
Western	37 San Fran...	21618-BMW of Mountain View	78.1%			E	18	E 18	88
Eastern	11 Connecti...	59127-BMW of North Haven	77.8%			D	18	D 18	91
Eastern	19 Upstate ...	19100-Capital Cities Imported Cars	77.6%			C	12	C 12	92
Eastern	13 New York...	68500-Park Avenue BMW	77.5%			F	17	F 17	93
Western	38 Pacific ...	28786-BMW of Anchorage	77.4%			A	15	A 15	94
Eastern	19 Upstate ...	76431-Flynn BMW	77.4%			A	15	A 15	94
Eastern	15 Philadel...	30374-BMW of Atlantic City	76.7%			B	10	B 10	96
Eastern	19 Upstate ...	66730-Towne BMW	76.6%			D	19	D 19	97
Southern	21 Carolina...	36752-Valley Auto World, Inc.	75.7%	Not Rnk'd		A		A	98
Southern	25 Dallas	25786-BMW of Tulsa	75.5%			C	13	C 13	99
Southern	20 Atlanta	33147-BMW of Asheville	75.5%			A	17	A 17	99
Western	35 Los Ange...	22820-Coast BMW	75.3%			B	11	B 11	101
Eastern	19 Upstate ...	21614-BMW of the Hudson Valley	75.3%			C	14	C 14	101
Central	44 Clevelan...	96644-Cain BMW	75.3%			A	18	A 18	101
Eastern	17 Maryland...	25244-Checkered Flag BMW	75.1%			C	15	C 15	104
Eastern	13 New York...	26443-Prestige BMW	75.1%			F	18	F 18	104
Western	39 Rocky Mo...	11010-Peterson BMW of Boise	75.1%			A	19	A 19	104
Southern	27 West Tex...	13761-Bert Ogden BMW	74.9%			D	20	D 20	107
Southern	29 Delta	21611-BMW of Little Rock	74.8%			B	12	B 12	108
Western	39 Rocky Mo...	05080-Gebhardt BMW	74.8%			C	16	C 16	108
Eastern	15 Philadel...	84800-West German BMW	74.5%			D	21	D 21	110
Southern	23 Central ...	96255-Fields BMW	74.1%			F	19	F 19	111
Eastern	16 District...	79100-BMW of Silver Spring	73.7%			D	22	D 22	112
Western	37 San Fran...	22083-Stevens Creek BMW	73.5%			F	20	F 20	113
Central	40 Chicago ...	20133-International Autos	73.4%			B	13	B 13	114
Eastern	12 Long Isl...	40800-Habberstad BMW	73.3%			F	21	F 21	115
Central	41 Chicago ...	10718-BMW of Orland Park	73.2%			C	17	C 17	116
Western	33 Los Ange...	86513-Sterling BMW	73.2%			E	19	E 19	116
Southern	21 Carolina...	21607-Crown BMW	73.0%			B	14	B 14	118
Southern	21 Carolina...	95267-Schaeffer BMW	72.9%			B	15	B 15	119
Central	43 Dayton /...	34910-P & W BMW	72.9%			C	18	C 18	119
Central	44 Clevelan...	96499-Classic BMW	72.8%			B	16	B 16	121
Southern	21 Carolina...	15268-Flow BMW	72.8%			C	19	C 19	121
Western	32 Los Ange...	04942-Nick Alexander Imports	72.8%			E	20	E 20	121
Central	46 St. Loui...	31015-Baron BMW	72.8%			D	23	D 23	121
Central	40 Chicago ...	62900-Motor Werks BMW	72.1%			D	24	D 24	125
Eastern	19 Upstate ...	86854-Burdick BMW	71.6%			B	17	B 17	126
Central	46 St. Loui...	21181-Plaza Motor Company	71.6%			C	20	C 20	126
Eastern	11 Connecti...	23200-Continental BMW of Darien	71.6%			E	21	E 21	126
Central	45 Cincinna...	46631-Jake Sweeney BMW	71.5%			D	25	D 25	129
Western	35 Los Ange...	65734-BMW of Santa Maria	71.4%			C	21	C 21	130
Western	38 Pacific ...	10732-BMW of Bellevue	71.3%			E	22	E 22	131
Eastern	11 Connecti...	26703-BMW of Warwick	71.2%			D	26	D 26	132

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Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank
Eastern	13 New York...	76350-BMW of Tenafly	71.1%		F	22	F 22	133
Southern	28 Central ...	56892-Rick Hill BMW	71.1%	Not Rnk'd	A		A	133
Southern	25 Dallas	47993-Autobahn Motorcars	70.9%		E	23	E 23	135
Southern	21 Carolina...	16378-Sale BMW	70.9%	Not Rnk'd	A		A	135
Southern	20 Atlanta	21850-Global Imports	70.8%		F	23	F 23	137
Central	42 Michigan...	96774-Harold Zeigler BMW	70.7%	Not Rnk'd	A		A	138
Central	42 Michigan...	26716-BMW of Ann Arbor	70.5%		A	20	A 20	139
Eastern	15 Philadel...	26613-Devon Hill Motors	70.2%		C	22	C 22	140
Eastern	13 New York...	25770-Wide World BMW	70.2%		E	24	E 24	140
Southern	27 West Tex...	28991-BMW of the Permian Basin	70.1%		A	21	A 21	142
Southern	29 Delta	23055-Herrin-Gear BMW of Jackson	70.0%		B	18	B 18	143
Central	41 Chicago ...	34909-BMW of Bloomington	70.0%		A	22	A 22	143
Eastern	19 Upstate ...	34520-BMW of Rochester	69.8%		B	19	B 19	145
Eastern	19 Upstate ...	21183-Gault Auto Sport	69.8%		A	23	A 23	145
Central	40 Chicago ...	22900-Concours, Inc.	69.7%		B	20	B 20	147
Western	37 San Fran...	04247-BMW of San Francisco	69.6%	Not Rnk'd	E		E	148
Central	47 Minneapo...	86302-Enterprise BMW	69.5%		B	21	B 21	149
Western	35 Los Ange...	26718-BMW Santa Barbara	69.4%		A	24	A 24	150
Western	33 Los Ange...	65256-Shelly BMW	69.0%		F	24	F 24	151
Eastern	17 Maryland...	21608-Richmond BMW	69.0%		D	27	D 27	151
Central	40 Chicago ...	52800-Karl Knauz Motors	69.0%		D	27	D 27	151
Western	36 San Fran...	04514-Weatherford BMW	68.8%	Not Rnk'd	E		E	154
Eastern	16 District...	22006-BMW of Fairfax	68.6%		F	25	F 25	155
Eastern	18 Central ...	16400-Wyoming Valley BMW	68.5%		B	22	B 22	156
Western	38 Pacific ...	32268-BMW of Salem	68.5%		A	25	A 25	156
Southern	25 Dallas	35071-Jackie Cooper Imports, LLC	68.4%		D	29	D 29	158
Eastern	12 Long Isl...	69000-Rallye BMW	68.3%		F	26	F 26	159
Eastern	17 Maryland...	20596-Northwest BMW	68.2%		C	23	C 23	160
Eastern	18 Central ...	26700-Sun Motor Cars BMW	68.2%		C	23	C 23	160
Central	42 Michigan...	87923-Grand Blanc BMW	68.2%		A	26	A 26	160
Eastern	10 New Engl...	10699-BMW of Peabody	68.1%		E	25	E 25	163
Western	36 San Fran...	24856-BMW of Fremont (AutoNation BMW...	68.1%		E	25	E 25	163
Eastern	18 Central ...	34753-BMW of Reading	68.1%		A	27	A 27	163
Central	46 St. Loui...	45238-Joe Self BMW	67.9%		A	28	A 28	166
Western	36 San Fran...	04497-BMW Concord	67.6%		E	27	E 27	167
Eastern	14 New Jers...	50000-JMK BMW	67.6%		F	27	F 27	167
Eastern	11 Connecti...	20173-New Country BMW	67.6%		D	30	D 30	167
Southern	20 Atlanta	26701-BMW of Columbus	67.3%		B	23	B 23	170
Southern	24 South Fl...	96603-South Motors BMW	67.2%		F	28	F 28	171
Central	45 Cincinna...	32923-Bluegrass BMW	67.2%		A	29	A 29	171
Southern	23 Central ...	32147-BMW of Sarasota	67.2%		D	31	D 31	171
Western	33 Los Ange...	36721-Crevier BMW	67.1%		F	29	F 29	174
Western	32 Los Ange...	21390-Beverly Hills BMW	67.1%	Not Rnk'd	F		F	174
Southern	22 North Fl...	34748-BMW of Gainesville	66.8%		B	24	B 24	176

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Southern	27 West Tex...	66852-Garlyn Shelton BMW	66.8%			A	30	A 30	176
Southern	21 Carolina...	46826-Rick Hendrick Imports	66.7%			D	32	D 32	178
Southern	23 Central ...	29867-Fields BMW of Daytona	66.6%			B	25	B 25	179
Western	34 Los Ange...	76731-BMW of Honolulu	66.6%			E	28	E 28	179
Central	42 Michigan...	29189-BMW of Okemos	66.5%			A	31	A 31	181
Eastern	18 Central ...	86732-Joel Confer BMW	66.5%			A	31	A 31	181
Southern	20 Atlanta	21470-Century BMW	66.3%			C	25	C 25	183
Eastern	15 Philadel...	36493-I. G. Burton BMW	66.2%			B	26	B 26	184
Western	34 Los Ange...	76837-Pacific BMW	66.2%			F	30	F 30	184
Central	44 Clevelan...	56632-Dave Walter, Inc.	66.1%			D	33	D 33	186
Western	39 Rocky Mo...	16418-Winslow BMW of Colorado Spring...	66.0%			A	33	A 33	187
Central	46 St. Loui...	36688-Newbold BMW	66.0%			A	33	A 33	187
Western	36 San Fran...	04923-BMW of Roseville	66.0%			D	34	D 34	187
Southern	23 Central ...	56779-Germain BMW of Naples	66.0%			D	34	D 34	187
Southern	29 Delta	56802-Roadshow BMW	65.8%			D	36	D 36	191
Southern	25 Dallas	26731-BMW of Dallas	65.7%			F	31	F 31	192
Central	47 Minneapo...	61100-John Markel, Inc.	65.3%			B	27	B 27	193
Southern	27 West Tex...	26167-BMW of Austin	65.2%			E	29	E 29	194
Southern	21 Carolina...	55200-Leith BMW	65.2%			D	37	D 37	194
Eastern	14 New Jers...	30462-BMW of Freehold	65.0%			E	30	E 30	196
Western	31 Metro Sa...	36479-BMW of Vista	64.8%	Not Rnk'd		C		C	197
Eastern	12 Long Isl...	28629-Hassel BMW	64.7%			F	32	F 32	198
Central	45 Cincinna...	96717-The BMW Store	64.7%			D	38	D 38	198
Western	34 Los Ange...	20268-Century West BMW	64.6%			E	31	E 31	200
Eastern	19 Upstate ...	16718-The Automaster	64.6%			A	35	A 35	200
Southern	20 Atlanta	22819-BMW of Macon	64.4%			B	28	B 28	202
Eastern	10 New Engl...	26598-Wagner BMW of Shrewsbury	64.4%			D	39	D 39	202
Eastern	10 New Engl...	31026-BMW of Sudbury	64.3%			E	32	E 32	204
Southern	20 Atlanta	36322-Taylor BMW	64.3%			A	36	A 36	204
Eastern	15 Philadel...	30583-BMW of the Main Line	63.9%			D	40	D 40	206
Western	31 Metro Sa...	04603-BMW of Palm Springs	63.5%			C	26	C 26	207
Eastern	13 New York...	65775-BMW of Manhattan	63.4%			F	33	F 33	208
Central	45 Cincinna...	56843-Bill DeFouw BMW	63.4%			A	37	A 37	208
Eastern	17 Maryland...	22817-BMW of Towson	63.4%			D	41	D 41	208
Western	33 Los Ange...	21188-Irvine BMW	63.3%			F	34	F 34	211
Central	44 Clevelan...	46615-Kelly BMW	63.1%			D	42	D 42	212
Eastern	17 Maryland...	32813-BMW of Lynchburg	62.9%			A	38	A 38	213
Western	37 San Fran...	04444-Sonnen BMW	62.8%			E	33	E 33	214
Western	31 Metro Sa...	30956-BMW Encinitas	62.8%			E	33	E 33	214
Central	44 Clevelan...	56357-Ganley BMW	62.4%			C	27	C 27	216
Southern	21 Carolina...	36722-BMW of Florence	62.2%	Not Rnk'd		A		A	217
Eastern	11 Connecti...	32111-BMW of West Springfield	62.0%			B	29	B 29	218
Eastern	13 New York...	26717-BMW of Bloomfield	61.4%			E	35	E 35	219
Southern	20 Atlanta	30955-BMW of South Atlanta	61.3%	Not Rnk'd		C		C	220

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Western	35 Los Ange...	86846-Rusnak BMW	61.1%			F 35	F 35	221
Central	46 St. Loui...	20416-Reliable BMW	61.1%			A 39	A 39	221
Southern	28 Central ...	56868-Quality BMW	61.1%			A 39	A 39	221
Eastern	11 Connecti...	64800-BMW of Newport	61.0%			C 28	C 28	224
Southern	22 North Fl...	26726-BMW of Albany	60.7%			A 41	A 41	225
Central	44 Clevelan...	20635-Preston BMW	60.5%			A 42	A 42	226
Southern	23 Central ...	14000-Reeves Import Motorcars, Inc.	60.4%			E 36	E 36	227
Central	44 Clevelan...	95801-BMW Cleveland	60.3%			D 43	D 43	228
Central	47 Minneapo...	63766-Zimbrick BMW	60.2%			B 30	B 30	229
Eastern	18 Central ...	26200-Daniels BMW	60.0%			C 29	C 29	230
Central	42 Michigan...	21518-Tomkinson Automotive	59.6%			A 43	A 43	231
Eastern	15 Philadel...	31866-Princeton BMW	59.5%	Not Rnk'd		D	D	232
Southern	24 South Fl...	75784-Lauderdale BMW of Fort Lauder...	59.4%			F 36	F 36	233
Central	42 Michigan...	30400-Erhard BMW of Bloomfield Hills	59.3%	Not Rnk'd		D	D	234
Southern	28 Central ...	21234-BMW of Nashville	59.2%			D 44	D 44	235
Western	36 San Fran...	26419-Bill Pearce BMW	59.2%	Not Rnk'd		A	A	235
Eastern	12 Long Isl...	34908-BMW of Oyster Bay	59.0%			D 45	D 45	237
Eastern	14 New Jers...	16856-BMW of Morristown	58.8%			F 37	F 37	238
Central	47 Minneapo...	56721-Bob Zimmerman BMW	58.7%	Not Rnk'd		A	A	239
Central	46 St. Loui...	36396-Sunflower BMW	58.4%	Not Rnk'd		A	A	240
Western	32 Los Ange...	22007-South Bay BMW	58.2%			F 38	F 38	241
Western	35 Los Ange...	04529-Weber BMW	58.0%			C 30	C 30	242
Western	31 Metro Sa...	35744-BMW of Murrieta	58.0%	Not Rnk'd		D	D	242
Southern	27 West Tex...	42319-Garlynn Shelton Imports	57.8%			A 44	A 44	244
Southern	22 North Fl...	46778-Tom Bush BMW Jacksonville	57.7%			E 37	E 37	245
Western	34 Los Ange...	04355-Center BMW	57.6%			E 38	E 38	246
Central	43 Dayton /...	66641-Voss Village BMW	57.6%			A 45	A 45	246
Southern	24 South Fl...	20626-Braman BMW	57.5%			F 39	F 39	248
Central	43 Dayton /...	15673-Moses BMW	57.4%			A 46	A 46	249
Eastern	14 New Jers...	66771-Circle BMW	57.2%			E 39	E 39	250
Eastern	18 Central ...	23068-Fairfield BMW	57.2%			A 47	A 47	250
Southern	24 South Fl...	21553-Coggin BMW Treasure Coast	57.0%			D 46	D 46	252
Central	42 Michigan...	20973-Erhard BMW of Farmington Hills	56.9%	Not Rnk'd		C	C	253
Southern	24 South Fl...	46697-Vista Motor Company	56.8%			F 40	F 40	254
Eastern	16 District...	32146-BMW of Annapolis	56.6%			C 31	C 31	255
Western	30 Sun Belt	20741-BMW North Scottsdale	56.6%			F 41	F 41	255
Southern	27 West Tex...	36270-BMW of El Paso	56.5%			B 31	B 31	257
Eastern	19 Upstate ...	53765-Carbone BMW	56.2%			A 48	A 48	258
Southern	25 Dallas	36460-Moritz BMW	56.1%	Not Rnk'd		E	E	259
Central	43 Dayton /...	86327-Sewickley BMW	55.7%			B 32	B 32	260
Central	42 Michigan...	86862-Sharpe BMW	55.7%			B 32	B 32	260
Eastern	16 District...	23276-BMW of Sterling	55.7%			E 40	E 40	260
Western	39 Rocky Mo...	05076-Co's BMW Center	55.6%			C 32	C 32	263
Western	35 Los Ange...	17990-Steve Thomas BMW	55.6%			D 47	D 47	263

BMW Dealer Performance - Center of Excellence

Criteria: Brand=BMW, Level=66788 Hendrick BMW, Year=2011, Month=Dec, Grouping=All

Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank	
Southern	21 Carolina...	26849-Hendrick Motors	54.9%			A	49	A 49	265
Central	43 Dayton /...	66390-Laurel BMW	54.9%			A	49	A 49	265
Western	38 Pacific ...	32812-BMW of Eugene	54.6%			A	51	A 51	267
Western	35 Los Ange...	86335-BMW of Visalia	54.4%			A	52	A 52	268
Southern	29 Delta	20721-Peake BMW	54.0%			D	48	D 48	269
Central	42 Michigan...	46389-Basney BMW	53.7%			A	53	A 53	270
Western	37 San Fran...	23779-Hansel BMW of Santa Rosa	53.6%			A	54	A 54	271
Eastern	10 New Engl...	76472-Bill Dodge BMW	53.5%			A	55	A 55	272
Eastern	13 New York...	22227-Paul Miller BMW	53.1%			F	42	F 42	273
Eastern	18 Central ...	16734-Tom Hesser BMW	53.0%			A	56	A 56	274
Western	31 Metro Sa...	76886-BMW of Riverside	52.9%			E	41	E 41	275
Central	42 Michigan...	16345-Yark BMW	52.8%			A	57	A 57	276
Central	44 Clevelan...	25803-Midwestern BMW	52.2%			C	33	C 33	277
Western	38 Pacific ...	36461-BMW of Tri-Cities	52.2%			A	58	A 58	277
Southern	23 Central ...	48600-Melbourne BMW	52.1%			A	59	A 59	279
Southern	23 Central ...	22081-BMW of Fort Myers	51.9%			C	34	C 34	280
Western	35 Los Ange...	04637-Bob Smith BMW	51.8%			F	43	F 43	281
Eastern	17 Maryland...	56592-Casey BMW	51.8%	Not Rnk'd		B		B	281
Central	43 Dayton /...	31663-BMW of Dayton	51.7%			A	60	A 60	283
Central	42 Michigan...	33540-BMW of Traverse City	51.0%			A	61	A 61	284
Central	45 Cincinna...	32493-BMW of Bowling Green	50.8%			A	62	A 62	285
Eastern	11 Connecti...	36582-BMW of New London	50.8%			A	62	A 62	285
Eastern	15 Philadel...	21295-BMW of Turnersville	50.7%			C	35	C 35	287
Western	39 Rocky Mo...	21538-BMW of Idaho Falls	50.7%			A	64	A 64	287
Eastern	11 Connecti...	56421-BMW of Watertown	50.0%			A	65	A 65	289
Southern	23 Central ...	49134-Ferman BMW	49.8%	Not Rnk'd		D		D	290
Central	42 Michigan...	12300-Bavarian Motor Village, Ltd.	49.6%			C	36	C 36	291
Southern	25 Dallas	30035-BMW of Wichita Falls	49.5%			A	66	A 66	292
Western	33 Los Ange...	96733-McKenna BMW	49.4%			F	44	F 44	293
Southern	23 Central ...	93777-Bert Smith International	49.1%			C	37	C 37	294
Eastern	16 District...	82400-VOB Auto Sales	49.1%			F	45	F 45	294
Central	47 Minneapo...	21359-Park Place BMW	49.1%			A	67	A 67	294
Southern	20 Atlanta	26715-Nalley BMW of Decatur	48.8%			D	49	D 49	297
Eastern	19 Upstate ...	20989-Orange County BMW	47.5%			E	42	E 42	298
Eastern	14 New Jers...	21102-BMW of Bridgewater	47.1%			B	34	B 34	299
Western	36 San Fran...	34519-Courtesy BMW of Chico	46.7%	Not Rnk'd		A		A	300
Southern	29 Delta	96822-Sunbelt BMW	46.6%			A	68	A 68	301
Eastern	12 Long Isl...	22800-Competition BMW of Smithtown	46.5%			E	43	E 43	302
Southern	29 Delta	76504-Brian Harris BMW	46.3%			C	38	C 38	303
Central	40 Chicago ...	46518-Anderson Motor Company of Crys...	45.8%			A	69	A 69	304
Eastern	14 New Jers...	26711-BMW of Roxbury	45.4%			D	50	D 50	305
Eastern	17 Maryland...	81400-Valley BMW	45.2%			A	70	A 70	306
Central	45 Cincinna...	36639-D-Patrick Motoplex	44.9%			A	71	A 71	307
Southern	22 North Fl...	25000-Critz BMW	44.8%	Not Rnk'd		A		A	308

BMW Dealer Performance - Center of Excellence

Criteria: Brand=BMW, Level=66788 Hendrick BMW, Year=2011, Month=Dec, Grouping=All

Region	Market	Dealer	Value	Leader	Cmp Grp	Cmp Rank	Combined	Nat Rank	
Central	47 Minneapo...	35121-BMW of Sioux Falls	44.6%			A	72	A 72	309
Central	40 Chicago ...	20415-Bachrodt BMW	44.4%			A	73	A 73	310
Central	41 Chicago ...	23968-BMW of Peoria	44.0%			B	35	B 35	311
Western	37 San Fran...	29869-BMW of Humboldt Bay	44.0%	Not Rnk'd		A		A	311
Southern	22 North Fl...	20412-Capital BMW	43.8%			A	74	A 74	313
Eastern	11 Connecti...	33326-BMW of Westchester	43.7%			F	46	F 46	314
Central	46 St. Loui...	36833-Suntrup West County BMW	43.1%			B	36	B 36	315
Southern	22 North Fl...	10742-Autogermana BMW	42.5%			E	44	E 44	316
Southern	29 Delta	43764-Orr BMW	40.9%	Not Rnk'd		B		B	317
Eastern	12 Long Isl...	10695-BMW of Bayside	40.8%			F	47	F 47	318
Eastern	12 Long Isl...	56000-Life Quality BMW	40.6%			E	45	E 45	319
Central	40 Chicago ...	85200-Elmhurst BMW	40.5%			C	39	C 39	320
Central	41 Chicago ...	46786-Perillo BMW, Inc.	39.8%			F	48	F 48	321
Southern	27 West Tex...	42249-Alderson European Motors	39.2%	Not Rnk'd		A		A	322
Southern	29 Delta	46753-Moss Motors, Inc.	39.1%	Not Rnk'd		B		B	323
Western	36 San Fran...	21616-Valley BMW	38.6%			A	75	A 75	324
Eastern	18 Central ...	26713-Apple BMW of York	38.6%	Not Rnk'd		A		A	324
Eastern	12 Long Isl...	34521-BMW of Southampton	37.9%			C	40	C 40	326
Eastern	18 Central ...	34559-BMW of Newton	37.8%			A	76	A 76	327
Southern	25 Dallas	20072-Mike Pile BMW	37.2%			A	77	A 77	328
Western	31 Metro Sa...	16483-BMW of Escondido	35.9%			C	41	C 41	329
Eastern	14 New Jers...	56738-Open Road BMW	34.5%			F	49	F 49	330
Western	38 Pacific ...	36459-BMW Portland	34.0%			D	51	D 51	331
Central	41 Chicago ...	26395-Twin City BMW	33.5%			A	78	A 78	332
Southern	20 Atlanta	26540-Athens BMW	30.7%	Not Rnk'd		B		B	333
Southern	27 West Tex...	10022-Cardenas BMW	28.6%	Not Rnk'd		A		A	334
Eastern	15 Philadel...	81000-Union Park BMW	28.5%			C	42	C 42	335
Central	47 Minneapo...	36469-T. Dinsdale BMW of Grand Islan...	23.2%	Not Rnk'd		A		A	336
Southern	29 Delta	17069-Hixson Autoplex	21.8%			A	79	A 79	337
Southern	28 Central ...	95275-Townsend BMW	19.0%			A	80	A 80	338
Western	38 Pacific ...	21613-Camp BMW	16.6%			A	81	A 81	339