

Holman Automotive Group, Inc.

Holman Automotive Group, Inc. operates as a new and used cars dealer in the United States. It retails Aston Martin, Audi, BMW, Bentley, Cadillac, Chevrolet, Ford, Honda, INFINITI, Land Rover, Lexus, Jaguar, Lincoln, MINI, Porsche, Rolls-Royce, Toyota, and Volkswagen vehicles. The company offers parts and services. It also engages in leasing and auto retail finance; an auto parts distributorship; truck up-fitting; and fleet leasing and management businesses. Holman Automotive Group, Inc. was founded in 1924 and is based in Maple Shade, New Jersey with locations in the United States.

Industry	Motor Vehicle Dealers
Company Type	Private
Revenue	\$3,180.00M
# of Employees	2,332
Primary SIC Listing	6719 (Offices Of Holding Companies, Not Elsewhere Classified)
British SIC	47810 (Retail sale via stalls and markets of food, beverages and tobacco products) 47190 (Other retail sale in non-specialised stores) 47820 (Retail sale via stalls and markets of textiles, clothing and footwear) 47890 (Retail sale via stalls and markets of other goods)
NAICS	551112 (Offices of Other Holding Companies) , 2017
EQUIFAX ID	017147994
Industry Description	The 17,300 new car dealerships in the US typically manage five distinct departments: New Vehicle Sales, Used Vehicle Sales, Finance and Insurance (F &I), Parts, and Service. One-third of all US new car dealerships also offer collision and body shop services. Used car sales, financing, and parts and repairs tend to be more profitable divisions for dealers.
Address	571 Nj-38 Maple Shade , NJ 08052 United States http://www.holmanauto.com +1 856 663 5200

Key Executives

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Competitors

Hendrick Automotive Group

Private Company		6000 Monroe Rd Suite 100 ,
Primary Industry	Motor Vehicle Dealers	Charlotte , NC 28212 United States
Revenue	\$6108.0 M	+1 704 568 5550
# of Employees	6500	

Hendrick Automotive Group, Inc. operates automotive dealerships. The company offers new and pre owned vehicles, financing, warranties, automobile parts, accessories, service and body repair services. The company was founded in 1976 and is based in Charlotte, North Carolina.

AutoNation, Inc.

Public Company	(NYSE:AN)	200 Sw 1st Ave, Suite 1600 , Fort
Primary Industry	Motor Vehicle Dealers	Lauderdale , FL 33301 United States
Revenue	\$20153.8 M	+1 954 769 6000
# of Employees	25000	

AutoNation, Inc. (AutoNation) is an automotive retailer in the United States. The Company offers a range of automotive products and services, including new vehicles, used vehicles, parts and service, which includes automotive repair and maintenance services, as well as wholesale parts and collision businesses, and automotive finance and insurance products, including vehicle service and other protection products, as well as the arranging of financing for vehicle purchases through third-party finance sources. It operates through three segments: Domestic, Import and Premium Luxury. Its Domestic segment consists of retail automotive franchises that sell new vehicles manufactured by General Motors, Ford and FCA US. The Import segment consists of retail automotive franchises that sell new vehicles manufactured primarily by Toyota, Honda and Nissan. The Premium Luxury segment consists of retail automotive franchises that sell new vehicles manufactured by Mercedes-Benz, BMW, Audi and Lexus.

Lithia Motors, Inc.

Public Company	(NYSE:LAD)	150 N Bartlett St , Medford , OR
Primary Industry	Motor Vehicle Dealers	97501-6015 United States
Revenue	\$13124.4 M	+1 541 776 6401
# of Employees	14320	

Lithia Motors, Inc. is a provider of personal transportation solutions. The Company offers approximately 30 brands of new vehicles and all brands of used vehicles in 201 locations in 21 states. It operates through three segments: Domestic, Import and Luxury. Its Domestic segment consists of retail automotive franchises that sell new vehicles manufactured by Chrysler, General Motors and Ford. Its Import segment consists of retail automotive franchises that sell new vehicles manufactured primarily by Honda, Toyota, Subaru, Nissan and Volkswagen. Its Luxury segment consists of retail automotive franchises that sell new vehicles manufactured primarily by BMW, Mercedes-Benz and Lexus. The Company also provides products and services including new and used vehicles, finance and insurance products and automotive repair and maintenance.

Other Competitors

- Group 1 Automotive, Inc.
- Toresco Enterprises

Industry Profile (Motor Vehicle Dealers)

Primary SIC Listing	6719 (Offices Of Holding Companies, Not Elsewhere Classified)
Primary Industry	551112 (Offices of Other Holding Companies) , 2017
Quick View	The 17,300 new car dealerships in the US typically manage five distinct departments: New Vehicle Sales, Used Vehicle Sales, Finance and Insurance (F&I), Parts, and Service. One-third of all US new car dealerships also offer collision and body shop services. Used car sales, financing, and parts and repairs tend to be more profitable divisions for dealers.

Challenges

Seasonal Demand For New Cars	Auto dealers face seasonal demand for new car sales, which tend to fall in the first quarter of the year.
High Cost Of Inventory	Auto dealers carry an average of 72 to 77 days of new and used vehicle inventory, representing \$4-5 million in working capital investment.
Low Profitability Of New Car Sales	The average gross profit on a new vehicle sale is about 5.

Trends

Number Of Dealerships In Decline	The number of new car dealerships has steadily declined over the past twenty years, down from around 25,000 in 1990 to 17,300 today.
Increase In Offering Aftermarket Services	Highly informed, web-savvy car shoppers have reduced the profitability of new car sales.
Less On-Premises Financing	Dealerships that offer Buy Here, Pay Here (BHPH) or Lease Here, Pay Here (LPH) financing are seeing increased competition as lenders finance more subprime buyers at traditional dealerships.
Car Sales Recover	Average sales are on the rise with revenue from new and used vehicles posting increases in recent years.
Advertising Shifts To The Internet	Total dealership advertising expenditures are elevated.

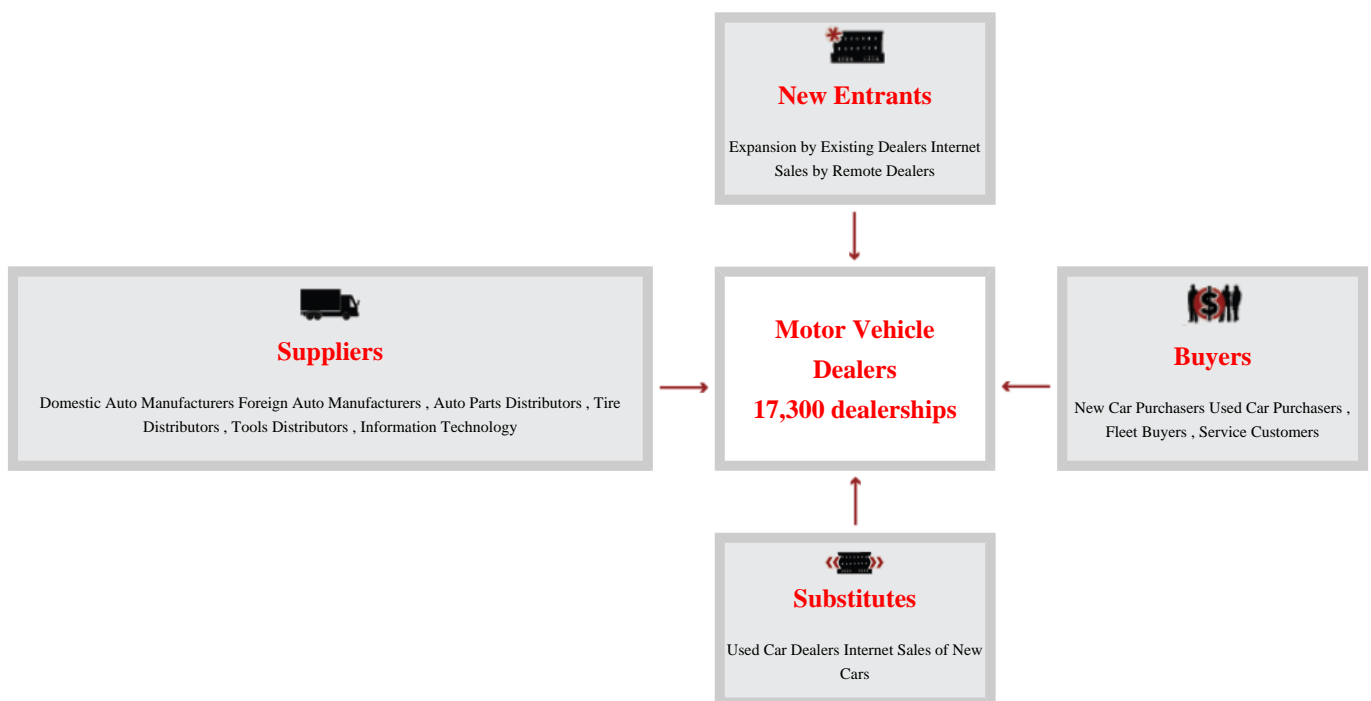
Call Prep

- How has industry contraction affected your competitive environment?
- What aftermarket services do you offer?

- Do you offer Buy Here, Pay Here financing?
- What trend are you seeing in used car sales?
- How important is the Internet to your sales and advertising mix?
- How do you finance your floor-plan?
- What challenges do you face in complying with federal and state regulations?
- What challenges do you face in earning a profit on new car sales?
- How do you retain employees and limit employee attrition?
- How do you forecast trends in consumer demand?

Size & Structure

A typical new car dealership employs around 65 people and has total annual revenue of \$53 million. New car dealerships sell an average 1,028 vehicles per year. The average price of a new vehicle is about \$35,608, a figure that has tracked closely with inflation over the past decade. Franchised dealers hold around 2 million domestic vehicles in inventory and 1.8 million imports. A typical dealer has a 76-day supply of domestic vehicles in inventory and a 54-day of imports. Popular brands include GM (17% of total new car sales), Ford (14%), Toyota (14%), Fiat Chrysler (13%), and Honda (9%). The largest auto dealership groups in the US include AutoNation, UnitedAuto Group, and Sonic Automotive. The business structure of auto dealership firms is 24% corporations, 56% S-corporations, 4% individual proprietorships, and 16% partnerships. 6% of auto dealerships are female-owned and 6% are minority-owned. Of the 2,200 auto dealership firms that are veteran-owned, 99% have employees and 1% are owner-operated.



Activity Stream

Smallest dealers pressed as online startups reshape used market

News | Feb 14, 2021, 9:06:20 PM PST | Automotive News

With billions in capital raised and valuations in some cases eclipsing those of public dealership groups, online used-vehicle startups appear ready to gobble up market share. Rapid growth by Carvana and other online players has created one of the most-watched situations in auto retail ...

Earnings and Financial Performance by Year

There is no information available.