

About Southeast Toyota Distributors, LLC

**Southeast Toyota Distributors, LLC (Southeast Toyota)
Deerfield Beach, Fla.
Established 1968**

Southeast Toyota Distributors (Southeast Toyota) (www.buyatoyota.com), a subsidiary of JM Family Enterprises, Inc., is the world's largest independent distributor of Toyota and Scion cars, trucks and vans. With 173 independent Toyota dealers in the five-state region of Alabama, Florida, Georgia, and North and South Carolina, Southeast Toyota sales out-pace Toyota sales in every other part of the U.S.

In 2009, Southeast Toyota sold 306,008 vehicles, including 87,251 from fleet business. Approximately 75 percent of Southeast Toyota's vehicles arrived in 2009 via rail from various Toyota manufacturing facilities throughout North America, and nearly 25 percent arrived by ship from Japan.

Backed by high-quality dealer services from Southeast Toyota and other JM Family companies, Southeast Toyota dealers continue to establish new sales records for Toyota. Southeast Toyota dealers are No. 1 in total dealer profits and represent the No. 1 region in the country in Toyota Certified used vehicle sales.

The company supports Toyota dealers with regional advertising and promotional campaigns and cooperative programs. Southeast Toyota is well-known for creating the original "*Toyotathon*" concept, a popular annual event that allows dealers in the same geographic area to combine their marketing power and vehicle inventory.

Its divisions help Southeast Toyota maintain its market leadership:

Southeast Toyota Port Processing Jacksonville, Fla.

Located on 75-acres at the Jacksonville Port Authority's Talleyrand terminals, Southeast Toyota Port Processing prepares new vehicles for distribution throughout the Southeast.

Southeast Toyota associates process vehicles for delivery and install accessories ordered by dealers. All installed accessories are covered by warranty and include items such as leather seats, spoilers, roof racks, alloy wheels, entertainment systems, security systems, window tinting, and more.

Southeast Toyota Westlake Processing Jacksonville, Fla.

In 2002, Southeast Toyota opened a \$53 million vehicle processing facility on 250 acres in the Westlake Industrial Park of northwest Jacksonville. An additional adjacent 250 acres was purchased in 2005 for future expansion. An all-rail facility, it has virtually an unlimited capacity to process vehicles. The site includes 11 buildings, 100 acres of blacktop, state-of-the-art equipment and a 50-car railhead and is used for the exclusive purpose of processing Toyota vehicles.

All of the operations performed at the Port also are performed at Westlake.

**Southeast Transportation Systems, Inc.
Jacksonville, Fla.**

Southeast Transportation Systems (STS), an auto transport company, was founded by Southeast Toyota in July 2000. STS transported approximately 95,500 vehicles in 2009 to Southeast Toyota dealers from Southeast Toyota's Jacksonville, Fla., and Commerce, Ga., processing centers. In 2008, a 21,500 square foot facility was built at Westlake to accommodate STS's growth and fleet maintenance requirements.

**Southeast Toyota Technical Training Center
Jacksonville, Fla.**

Southeast Toyota's Technical Training Center opened in 2007. Located at Southeast Toyota's Westlake vehicle processing facility, the 33,000 square-foot, \$6.6 million center is one of the largest automotive training and technical support facilities in the nation. A state-of-the-art training center, it specifically serves associates of the 173 Toyota dealerships in Southeast Toyota's five-state region.

The Center features entry-level to advanced vehicle maintenance and repair education for Toyota vehicles, including computerized diagnostic equipment and hybrid technology training. At full capacity, the Center will be able to provide 83,000 hours of combined training per year. In addition to training, it also houses Southeast Toyota's Technical Services department which provides diagnostic assistance and advice to Toyota dealership technicians.

**Southeast Toyota Inland Processing
Commerce, Ga.**

At Southeast Toyota's Inland Processing facility, located in Commerce, Ga., vehicles are processed for distribution predominately to dealers in Northern Alabama, the Carolinas and Northern Georgia. This sprawling 300-acre complex includes six buildings, 50 acres of pavement and six rail spurs. Inland Processing services are similar to those performed by Jacksonville's Port Processing and Westlake facilities.

**Southeast Toyota Parts Supply and Distribution
Jacksonville, Fla.**

Southeast Toyota is the leading distributor of Toyota parts and accessories in the United States. Located inside a facility the size of eight football fields, Southeast Toyota Parts has the best supply record of all Toyota regions/distributors, shipping nearly \$1.7 million in parts and accessories daily. In total for 2009, Southeast Toyota Parts sold \$424 million in parts and accessories. Critical part requirements needed by Toyota dealers are shipped same day, or referred to Toyota's automated network for air shipment direct to the dealer to support customer satisfaction.

In addition, area parts and service managers located throughout Southeast Toyota's five-state region, contact Toyota dealers to assist with owner retention, parts inventory management, technical assistance, warranty management, facility improvements and equipment purchases. This division also trains dealership parts and service department personnel to ensure that dealers have qualified managers and support staff.

**Southeast Toyota Accessory Center
Norcross, Ga.**

In 2007, Southeast Toyota opened the Southeast Toyota Accessory Center – Atlanta (STAC), in Norcross, Ga. The facility is approximately 19,000 square feet, including a showroom/waiting area, meeting area and an installation and parts storage area.

The STAC reproduces the expertise and quality of the existing Southeast Toyota Port facilities, on a smaller scale, to offer nearly 30 area dealers greater flexibility in satisfying customer personalization requests closer to the point of sale.

Currently, the STAC is able to provide the same accessories available through Southeast Toyota's existing Port facilities. The warranties provided for all accessories installed match the vehicle's manufacturer warranty.

