

12/23/2025							 Genuine Parts				 Service Centers				
Group	Dealership	TCMC Retention Sales Rankings			Toyota Mechanical Part Sales Rankings			Customer Pay RO Rankings			Toyota PrePaid Maintenance Rankings			SmartPath Bonus	Total Rank
		TCMC Parts Sales Rank	Tire Penetration Rank	Combined Rank	MPS Sales \$ Rank	YoY Growth Rank	Combined Rank	CPRO Rank	YoY Growth Rank	Combined Rank	PPM Rank	YoY Growth Rank	Combined Rank	Demo/ Endowment	
Service Group 1 (One Winner)	11030 - Parker Toyota	8	23	15.5	11	32	21.5	5	29	17	11	15	13		67
	11001 - Peterson Toyota	5	10	7.5	3	17	10	4	36	20	25	42	33.5	YES	71
	46108 - Michael's Toyota of Bellevue	1	6	3.5	6	45	25.5	2	45	23.5	8	30	19		72
	46071 - Vancouver Toyota	3	33	18	9	67	38	1	54	27.5	1	19	10		94
	36047 - Beaverton Toyota	2	22	12	16	65	40.5	3	32	17.5	54	47	50.5		121
	46013 - Toyota of Olympia	26	44	35	23	64	43.5	7	66	36.5	2	21	11.5	YES	127
Service Group 2 (One Winner)	36100 - Ron Tonkin Toyota	10	3	6.5	1	20	10.5	12	23	17.5	4	33	18.5	YES	53
	36049 - Capitol Toyota of Salem	7	25	16	25	19	22	6	10	8	9	18	13.5		60
	46109 - Swickard Toyota	15	40	27.5	2	29	15.5	13	13	13	18	11	14.5		71
	46101 - Toyota of Renton	4	13	8.5	19	48	33.5	11	57	34	6	8	7		83
	46042 - Toyota of Puyallup	18	57	37.5	7	18	12.5	8	67	37.5	5	13	9		97
	46086 - Toyota of Seattle	17	11	14	17	44	30.5	15	64	39.5	3	41	22		106
	46009 - Rodland Toyota	34	61	47.5	28	62	45	10	14	12	10	20	15		120
	36106 - Toyota of Gladstone	33	38	35.5	21	51	36	17	47	32	22	28	25		129
	36103 - Wilsonville Toyota	11	30	20.5	38	61	49.5	9	61	35	54	47	50.5		156
Service Group 3 (One Winner)	46089 - Toyota of Kirkland	20	27	23.5	13	4	8.5	19	7	13	7	3	5		50
	36096 - Kendall Toyota of Bend	12	53	32.5	12	14	13	20	17	18.5	13	7	10		74
	36085 - Kendall Toyota	13	12	12.5	15	34	24.5	29	44	36.5	21	1	11		85
	46067 - Titus-Will Toyota	29	29	29	8	54	31	16	24	20	16	2	9		89
	25060 - Toyota of Bozeman	22	15	18.5	14	30	22	23	48	35.5	19	26	22.5		99
	36097 - Toyota of Portland on Broadway	9	1	5	20	46	33	30	63	46.5	20	10	15		100
	46112 - Toyota of Tri-Cities	16	32	24	32	27	29.5	21	71	46	12	31	21.5	YES	121
	46003 - Daxon Toyota	23	42	32.5	22	42	32	14	5	9.5	54	47	50.5		125
	46076 - Burien Toyota	43	36	39.5	31	24	27.5	25	51	38	24	32	28		133
	46087 - Heartland Toyota	6	43	24.5	24	38	31	18	59	38.5	54	47	50.5		145
	11035 - Teton Toyota	48	64	56	41	71	56	22	16	19	23	6	14.5		146
	36079 - Lithia Toyota of Springfield	37	41	39	29	35	32	28	41	34.5	54	47	50.5		156
Service Group 4 (One Winner)	46110 - Findlay Toyota Spokane	14	17	15.5	5	13	9	26	8	17	51	45	48	YES	90
	50012 - Kendall Toyota of Anchorage	30	20	25	4	36	20	24	12	18	37	16	26.5		90
	36102 - Gresham Toyota	24	45	34.5	10	3	6.5	32	52	42	28	4	16		99
	36078 - Royal Moore Toyota	21	26	23.5	35	23	29	36	22	29	29	29	29		111
	46094 - Toyota of Lake City	32	7	19.5	18	53	35.5	34	38	36	35	35	35		126
	46078 - Foothills Toyota	46	35	40.5	26	40	33	37	26	31.5	15	38	26.5		132
	46088 - Toyota of Tacoma	47	47	47	44	1	22.5	39	33	36	30	23	26.5		132
	46111 - Toyota of Bellingham	19	39	29	34	59	46.5	38	60	49	17	14	15.5	YES	140
	36099 - Grants Pass Toyota	25	70	47.5	46	43	44.5	35	35	35	14	22	18		145
	25064 - Kalispell Toyota	36	46	41	33	25	29	33	31	32	50	47	48.5	YES	151
	36052 - Lithia Toyota	52	49	50.5	30	33	31.5	27	20	23.5	54	47	50.5		156
	46104 - Marysville Toyota	27	58	42.5	42	8	25	42	65	53.5	54	47	50.5		172
	46095 - Bud Clary Toyota of Yakima	57	71	64	52	11	31.5	40	28	34	54	47	50.5		180
	11036 - Edmark Toyota	40	69	54.5	27	72	49.5	31	37	34	54	47	50.5		189
Service Group 5 (One Winner)	36094 - Toyota of Corvallis	31	5	18	47	6	26.5	50	19	34.5	38	39	38.5		118
	36095 - Rogers Toyota of Hermiston	38	24	31	56	7	31.5	49	15	32	43	16	29.5		124
	36084 - Hometown Toyota	51	4	27.5	49	22	35.5	53	25	39	32	36	34	YES	136
	11009 - Wills Toyota	35	8	21.5	55	41	48	44	39	41.5	35	27	31		142
	11028 - Rogers Toyota	50	37	43.5	48	15	31.5	43	18	30.5	34	47	40.5		146
	25066 - Lithia Toyota of Missoula	49	28	38.5	36	26	31	41	27	34	54	47	50.5		154
	46092 - AutoNation Toyota Spokane Valley	41	19	30	43	39	41	48	21	34.5	54	47	50.5		156
	46061 - Wilder Toyota	44	60	52	51	12	31.5	57	2	29.5	45	43	44		157
	36107 - Coos Bay Toyota	45	54	49.5	58	21	39.5	54	46	50	33	5	19	YES	158
	25068 - Toyota of Helena	65	62	63.5	50	2	26	55	1	28	54	46	50		168
	46073 - I-S Toyota	39	9	24	40	70	55	51	68	59.5	27	34	30.5		169
	36105 - Damian Lillard Toyota	28	50	39	57	50	53.5	45	40	42.5	39	40	39.5	YES	175
	50013 - Kendall Toyota of Fairbanks	62	2	32	45	28	36.5	68	58	63	41	47	44		176
	46080 - Town Toyota	42	55	48.5	37	49	43	47	55	51	46	24	35		178
	46106 - Colville Toyota	55	16	35.5	68	63	65.5	66	11	38.5	40	37	38.5		178
	36104 - Columbia Gorge Toyota	53	65	59	54	69	61.5	52	34	43	26	9	17.5	YES	181
	36098 - Toyota of Newport	66	68	67	62	9	35.5	67	6	36.5	46	47	46.5		186
	25065 - Lithia Toyota of Billings	59	51	55	39	47	43	46	56	51	46	44	45		194
	11011 - Stone's Town and Country Toyota	68	67	67.5	72	5	38.5	70	9	39.5	51	47	49		195
	46107 - Walla Walla Toyota	56	34	45	60	10	35	64	73	68.5	51	47	49	YES	198
	46093 - Dick Hannah Toyota	58	59	58.5	61	52	56.5	58	53	55.5	31	25	28		199
	46081 - Five Star Toyota	71	52	61.5	70	56	63	69	30	49.5	41	12	26.5		201
	36080 - Lithia Toyota of Klamath Falls	63	63	63	53	58	55.5	60	4	32	54	47	50.5		201
	46100 - Toyota of Pullman	64	18	41	63	60	61.5	65	42	53.5	44	47	45.5		202
	50014 - Juneau Toyota	73	31	52	59	16	37.5	73	62	67.5	54	47	50.5		208
	36040 - Lum's Toyota	54	48	51	64	31	47.5	56	69	62.5	54	47	50.5	YES	212
	25056 - City Toyota	67	21	44	66	57	61.5	62	49	55.5	54	47	50.5		212
	25067 - Butte Toyota	60	14	37	71	73	72	71	50	60.5	49	47	48		218
	36082 - Clint Newell Toyota	69	72	70.5	69	68	68.5	63	3	33	54	47	50.5		223
	36108 - Albany Toyota	61	56	58.5	65	55	60	61	70	65.5	54	47	50.5		235
	11022 - Phil Meador Toyota	70	66	68	67	66	66.5	59	43	51	54	47	50.5		236
	46098 - Bud Clary Toyota of Moses Lake	72	72	72	73	37	55	72	72	72	54	47	50.5		250

12/23/2025					 <i>let's go</i> 										
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		TCMC Parts Sales Rank	Tire Penetration Rank	Combined Rank	MPS Sales \$ Rank	YoY Growth Rank	Combined Rank	CPRO Rank	YoY Growth Rank	Combined Rank	PPM Rank	YoY Growth Rank	Combined Rank	Demo / Enrollment	
Bonus Group	36049 - CAPITOL TOYOTA OF SALEM	7	25	16	25	19	22	6	10	8	9	18	13.5		60
	11001 - PETERSON TOYOTA	5	10	7.5	3	17	10	4	36	20	25	42	33.5	YES	71
	36102 - GRESHAM TOYOTA	24	45	34.5	10	3	6.5	32	52	42	28	4	16		99
	36078 - ROYAL MOORE TOYOTA	21	26	23.5	35	23	29	36	22	29	29	29	29		111
	36047 - BEAVERTON TOYOTA	2	22	12	16	65	40.5	3	32	17.5	54	47	50.5		121
	46112 - TOYOTA OF TRI-CITIES	16	32	24	32	27	29.5	21	71	46	12	31	21.5	YES	121
	46013 - TOYOTA OF OLYMPIA	26	44	35	23	64	43.5	7	66	36.5	2	21	11.5	YES	127
	36106 - TOYOTA OF GLADSTONE	33	38	35.5	21	51	36	17	47	32	22	28	25		129
	25064 - KALISPELL TOYOTA	36	46	41	33	25	29	33	31	32	50	47	48.5	YES	151
	36107 - COOS BAY TOYOTA	45	54	49.5	58	21	39.5	54	46	50	33	5	19	YES	158
	36105 - DAMIAN LILLARD TOYOTA	28	50	39	57	50	53.5	45	40	42.5	39	40	39.5	YES	175
	25065 - LITHIA TOYOTA OF BILLINGS	59	51	55	39	47	43	46	56	51	46	44	45		194
	36040 - LUM'S TOYOTA	54	48	51	64	31	47.5	56	69	62.5	54	47	50.5	YES	212
	25056 - CITY TOYOTA	67	21	44	66	57	61.5	62	49	55.5	54	47	50.5		212

The Bonus Group was created exclusively for dealers who actively participate in our Toyota programs. This group offers a valuable second chance for those who may not have won in their primary incentive group, providing an additional opportunity to earn rewards. It's our way of recognizing and rewarding dealers who participate in two of three programs including SmartPath Service, TPCO, and TCCC.