

12/23/2025					 Genuine Parts 			 Service Centers										
Group	Dealership	TCMC Retention Parts Purchases Rankings			Competitive Price Parts Purchases Rankings			Toyota Ret Parts Purchases Rankings			Internal vs External Rankings			Winter Parts & Road Repair Service			The Layers	Total Rank
		Parts Purchases Rank	YoY Growth Rank	Combined Rank	CPP Rank	YoY Growth Rank	Combined Rank	NPP \$ Rank	YoY Growth Rank	Combined Rank	External Sales % Rank	YoY Growth Rank	Combined Rank	October	November	December	50% Bonus	
Parts Group 1 (One Winner)	36049 - CAPITOL TOYOTA OF SALEM	2	10	6	24	55	39.5	3	60	31.5	3	3	3	YES	YES		YES	80
	46109 - SWICKARD TOYOTA	37	46	41.5	22	60	41	4	29	16.5	2	2	2		YES	YES	YES	101
	46108 - MICHAEL'S TOYOTA/BELLEVUE	8	71	39.5	1	54	27.5	10	63	36.5	33	33	33	YES		YES	YES	137
	46092 - AN TOYOTA SPOKANE VALLEY	55	39	47	28	21	24.5	2	15	8.5	73	73	73	YES	YES			153
	46110 - FINDLAY TOYOTA SPOKANE	44	45	44.5	11	16	13.5	5	13	9	4	4	4	YES	YES			71
Parts Group 2 (One Winner)	46042 - TOYOTA OF PUYALLUP	23	11	17	21	51	36	12	21	16.5	5	5	5				YES	75
	50012 - KENDALL TOYOTA ANCHORAGE	32	18	25	8	40	24	6	32	19	10	10	10					78
	25060 - TOYOTA OF BOZEMAN	18	50	34	3	24	13.5	9	17	13	19	19	19	YES				80
	36047 - BEAVERTON TOYOTA	12	31	21.5	2	38	20	11	41	26	17	17	17		YES			85
	46067 - TITUS-WILL TOYOTA	38	12	25	20	41	30.5	7	38	22.5	7	7	7					85
	46071 - VANCOUVER TOYOTA	1	57	29	7	43	25	8	58	33	29	29	29				YES	116
	36079 - LITHIA TOYOTA SPRINGFIELD	6	27	16.5	12	8	10	17	20	18.5	13	13	13			YES	YES	58
Parts Group 3 (One Winner)	46089 - TOYOTA OF KIRKLAND	10	6	8	5	4	4.5	22	8	15	32	32	32	YES	YES	YES	YES	60
	36106 - TOYOTA OF GLADSTONE	7	33	20	15	18	16.5	18	53	35.5	16	16	16	YES			YES	88
	46086 - TOYOTA OF SEATTLE	11	68	39.5	4	36	20	16	19	17.5	26	26	26	YES	YES	YES	YES	103
	46094 - TOYOTA OF LAKE CITY	35	35	35	6	28	17	21	42	31.5	22	22	22			YES	YES	106
	46101 - TOYOTA OF RENTON	15	38	26.5	17	15	16	19	26	22.5	45	45	45	YES	YES		YES	110
	11001 - PETERSON TOYOTA	9	65	37	9	19	14	13	25	19	52	52	52	YES	YES			122
	11036 - EDMARK TOYOTA	40	28	34	27	44	35.5	30	70	50	9	9	9					129
	11030 - PARKER TOYOTA	3	42	22.5	10	58	34	15	36	25.5	48	48	48	YES				130
	36097 - TOYOTA/PRTLND ON BROADWAY	30	59	44.5	30	56	43	23	43	33	24	24	24				YES	145
	Parts Group 4 (One Winner)	36102 - GRESHAM TOYOTA	13	29	21	16	11	13.5	14	2	8	12	12	12				
36096 - KENDALL TOYOTA OF BEND		4	19	11.5	31	27	29	20	11	15.5	25	25	25					81
36100 - RON TONKIN TOYOTA		28	72	50	37	37	37	1	28	14.5	1	1	1	YES	YES	YES		103
36052 - LITHIA TOYOTA		22	20	21	44	48	46	25	35	30	8	8	8					105
36085 - KENDALL TOYOTA		16	53	34.5	32	20	26	24	49	36.5	18	18	18				YES	115
46111 - TOYOTA OF BELLINGHAM		47	44	45.5	14	45	29.5	36	39	37.5	21	21	21	YES		YES	YES	134
25064 - KALISPELL TOYOTA		27	56	41.5	19	13	16	33	61	47	31	31	31					136
11035 - TETON TOYOTA		19	40	29.5	22	52	37	31	33	32	47	47	47					146
46087 - HEARTLAND TOYOTA		14	47	30.5	40	31	35.5	32	50	41	40	40	40				YES	147
46076 - BURIEN TOYOTA		59	61	60	45	46	45.5	35	44	39.5	11	11	11					156
46078 - FOOTHILLS TOYOTA		46	70	58	40	64	52	28	54	41	6	6	6					157
46003 - DOXON TOYOTA		51	64	57.5	18	50	34	29	65	47	20	20	20				YES	159
46013 - TOYOTA OF OLYMPIA		20	69	44.5	13	29	21	27	52	39.5	57	57	57			YES		162
46112 - TOYOTA OF TRI-CITIES		17	48	32.5	32	62	47	26	62	44	41	41	41	YES			YES	165
46009 - RODLAND TOYOTA		48	14	31	38	68	53	40	67	53.5	35	35	35					173
Parts Group 5 (One Winner)	11009 - WILLS TOYOTA	5	1	3	54	66	60	34	3	18.5	36	36	36					118
	11028 - ROGERS TOYOTA	34	30	32	32	33	32.5	37	12	24.5	30	30	30	YES				119
	46061 - WILDER TOYOTA	64	2	33	36	12	24	55	7	31	34	34	34			YES	YES	122
	50014 - JUNEAU TOYOTA	67	7	37	49	14	31.5	61	22	41.5	15	15	15					125
	25065 - LITHIA TOYOTA OF BILLINGS	41	63	52	42	3	22.5	39	16	27.5	27	27	27					129
	36094 - TOYOTA OF CORVALLIS	43	16	29.5	46	22	34	48	10	29	42	42	42		YES			135
	36105 - DAMIAN LILLARD TOYOTA	33	9	21	46	7	26.5	50	27	38.5	50	50	50					136
	46073 - I-5 TOYOTA	36	51	43.5	52	23	37.5	42	40	41	14	14	14				YES	136
	46104 - MARYSVILLE TOYOTA	39	26	32.5	29	17	23	45	18	31.5	49	49	49				YES	136
	25066 - LITHIA TOYOTA OF MISSOULA	26	36	31	25	49	37	44	24	34	37	37	37					139
	36103 - WILSONVILLE TOYOTA	24	5	14.5	35	26	30.5	38	23	30.5	71	71	71					147
	50013 - KENDALL TOYOTA FAIRBANKS	53	8	30.5	51	39	45	47	9	28	46	46	46					150
	36095 - ROGERS TOYOTA/HERMISTON	31	4	17.5	62	47	54.5	49	4	26.5	61	61	61					160
	46080 - TOWN TOYOTA	29	13	21	26	53	39.5	41	57	49	55	55	55					165
	36078 - ROYAL MOORE TOYOTA	21	34	27.5	39	42	40.5	43	34	38.5	59	59	59				YES	166
	25056 - CITY TOYOTA	57	23	40	59	5	32	53	14	33.5	65	65	65				YES	171
	36099 - GRANTS PASS TOYOTA	25	17	21	43	35	39	46	68	57	58	58	58					175
	25067 - BUTTE TOYOTA	62	25	43.5	61	69	65	63	30	46.5	28	28	28					183
	36098 - TOYOTA OF NEWPORT	68	32	50	53	6	29.5	68	6	37	69	69	69					186
	36080 - LITHIA TOY/KLAMATH FALLS	61	66	63.5	68	10	39	57	5	31	54	54	54					188
	36084 - HOMETOWN TOYOTA	52	60	56	57	25	41	51	56	53.5	38	38	38	YES			YES	189
	36040 - LUM'S TOYOTA	49	37	43	48	34	41	56	55	55.5	56	56	56					196
	11011 - STONES TOWN & COUNTRY TOY	66	41	53.5	58	2	30	71	64	67.5	51	51	51					202
	36107 - COOS BAY TOYOTA	54	43	48.5	54	32	43	54	45	49.5	62	62	62				YES	203
	46098 - BUD CLARY TOY/MOSES LAKE	72	55	63.5	72	1	36.5	72	51	61.5	44	44	44					206
	46088 - TOYOTA OF TACOMA	58	3	30.5	67	65	66	60	37	48.5	67	67	67				YES	212
	46093 - DICK HANNAH TOYOTA	42	21	31.5	60	63	61.5	52	48	50	70	70	70					213
	36082 - CLINT NEWELL TOYOTA	73	15	44	69	70	69.5	66	1	33.5	66	66	66					213
	46081 - FIVE STAR TOYOTA	70	52	61	73	73	73	69	46	57.5	23	23	23					215
	46107 - WALLA WALLA TOYOTA	50	24	37	63	30	46.5	65	71	68	64	64	64					216
	36104 - COLUMBIA GORGE TOYOTA	45	49	47	70	71	70.5	58	66	62	43	43	43					223
	36108 - ALBANY TOYOTA	69	73	71	56	59	57.5	59	59	59	39	39	39					227
	46100 - TOYOTA OF PULLMAN	65	22	43.5	66	67	66.5	67	47	57	60	60	60					227
	46106 - COLVILLE TOYOTA	63	54	58.5	63	9	36	70	69	69.5	68	68	68					232
	46095 - TOYOTA OF YAKIMA	56	67	61.5	50	61	55.5	62	72	67	53	53	53					237
	25068 - TOYOTA OF HELENA	60	58	59	65	57	61	64	31	47.5	72	72	72					240
	11022 - PHIL MEADOR TOYOTA	71	62	66.5	71	72	71.5	73	73	73	63	63	63					274

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Group	Dealership	TCMC Retention Parts Purchases Rankings			Competitive Price Parts Purchases Rankings			Toyota Net Parts Purchases Rankings			Internal vs External Rankings			Wheel Pump & Brake Rotor Bonus			Tire Loyalty	Total Rank
		Parts Purchases Rank	YoY Growth Rank	Combined Rank	CPP Rank	YoY Growth Rank	Combined Rank	NPP \$ Rank	YoY Growth Rank	Combined Rank	External Sales % Rank	YoY Growth Rank	Combined Rank	October	November	December	>95% Score	
Bonus Group	36102 - GRESHAM TOYOTA	13	29	21	16	11	13.5	14	2	8	12	12	12	YES				55
	36049 - CAPITOL TOYOTA OF SALEM	2	10	6	24	55	39.5	3	60	31.5	3	3	3	YES	YES			80
	36047 - BEAVERTON TOYOTA	12	31	21.5	2	38	20	11	41	26	17	17	17	YES				85
	36106 - TOYOTA OF GLADSTONE	7	33	20	15	18	16.5	18	53	35.5	16	16	16	YES			YES	88
	11001 - PETERSON TOYOTA	9	65	37	9	19	14	13	25	19	52	52	52	YES	YES			122
	25065 - LITHIA TOYOTA OF BILLINGS	41	63	52	42	3	22.5	39	16	27.5	27	27	27	YES				129
	25064 - KALISPELL TOYOTA	27	56	41.5	19	13	16	33	61	47	31	31	31	YES				136
	36105 - DAMIAN LILLARD TOYOTA	33	9	21	46	7	26.5	50	27	38.5	50	50	50	YES				136
	46013 - TOYOTA OF OLYMPIA	20	69	44.5	13	29	21	27	52	39.5	57	57	57	YES		YES		162
	46112 - TOYOTA OF TRI-CITIES	17	48	32.5	32	62	47	26	62	44	41	41	41	YES			YES	165
	36078 - ROYAL MOORE TOYOTA	21	34	27.5	39	42	40.5	43	34	38.5	59	59	59	YES			YES	166
	25056 - CITY TOYOTA	57	23	40	59	5	32	53	14	33.5	65	65	65	YES			YES	171
	36040 - LUM'S TOYOTA	49	37	43	48	34	41	56	55	55.5	56	56	56	YES				196
	36107 - COOS BAY TOYOTA	54	43	48.5	54	32	43	54	45	49.5	62	62	62	YES			YES	203

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.