

Savings Spotlight

Upades | Partnerships | Savings

AS WE HIT THE HALFWAY MARK OF 2026, WE'RE SHINING A SPOTLIGHT ON THE PEOPLE BEHIND THE SAVINGS. TAKE A LOOK AT HOW YOU AND YOUR FELLOW TEAM MEMBERS ARE HELPING STRENGTHEN OUR BOTTOM LINE EVERY DAY.

Q1 Rebate Earners

Purchasing through preferred vendors and taking advantage of negotiated rebates that go back to store bottom lines, these General, Service and Parts Manager teams earned the top rebates in the first quarter.

- **Richard Saatzer, Joshua Hines and Wayne Lais** at *BMW of Minnetonka* earning **\$18,839.30**
- **Lee Burns, Robert Sexton and Alexander Ahmed** at *Wappingers Falls Toyota* earning **\$18,495.38**
- **Mario Aguirre, Christian Ortega and Danny Grimaldi** at *Grapevine Honda* earning **18,467.61**

You can find your store's **earned rebates** by vendor using this link:

 [Quarterly Rebate Disbursement Report](#)

Detail Vendor Savings: Turning Data into Dollars

Special shout-out to the California store leaders below, and Fixed Ops Director Matt Sidman. Together they utilized the **Detail Benchmark Information** to identify and capitalize on savings opportunities with their detail vendors. Collectively they've already saved **\$90,000 annually**. That's nothing but net!

- L836 **Audi Santa Monica** – Aaron Zielinski & Yvonne Chavez
- L377 **Audi Van Nuys** – Christopher Pruitt & Hugo Torres
- L719 **DCH Tustin Acura** – Ashton Carroll & Jennifer Herrera
- L375 **Keyes Hyundai of Van Nuys** – Ace Ofeany
- L835 **Porsche Beverly Hills** – Aaron Zielinski & Kurtis Bonzell

Learn how to access and utilize **Detail Benchmark Info**:

 [Detail Benchmarking Breakdown](#)

Shipping Change

Use FedEx to Save!

Through our newly negotiated agreement with FedEx, stores will **save 18% overall** versus UPS pricing on commercial and domestic parcel shipping, resulting in network-wide savings of over \$2 million!

All stores are set up to utilize FedEx. New Prices are in effect as of July 2026!

Contact Procurement@lithia.com if you are needing an account or have any questions.

Preferred Partnership Adoption Leaders

These store leaders demonstrate strong adoption practices, consistently leveraging preferred partners across all nine tracked spend categories on the Procurement Scorecard. By fully embracing enterprise-negotiated cost structures, they are driving meaningful reductions in SG&A while setting the standard for strategic vendor alignment.

- **James Baughman** and **Lennie Sellers** at *Camp Chevrolet*
- **Shelby Danner** and **Jennie Lobaugh** at *All American Chevrolet of Killeen*
- **Brad Pavlik** and **Cynthia Vargo** at *Baierl Toyota*
- **Charles Jett** and **Linda Villella** at *Chrysler Dodge Jeep Ram of Calallen*

These leaders are setting the standard for sourcing excellence - consistently utilizing preferred partners across all nine tracked categories to maximize savings and deliver meaningful SG&A savings through strategic vendor alignment on the Procurement Scorecard. Shoutout to these teams for leading the way in partner adoption.

- **Bryan Osterhout & Renae Lewis's** team at *Camp Chevrolet*, **James Baughman** and **Lennie Sellers**
- **Shawn Kukic & Shon Maples'** teams, **Shelby Danner** and **Jennie Lobaugh** at *All American Chevrolet of Killeen* and **Charles Jett** and **Linda Villella** at *Chrysler Dodge Jeep Ram of Calallen*
- **Adam Stiffler's** team, **Brad Pavlik** and **Cynthia Vargo** at *Baierl Toyota*

See your store's adoption and opportunity categories:



[Procurement Scorecard](#)

Smart Spend: Corporate Savings in Motion

Kudos to our Corporate **Marketing team** for improving our agency agreement, the Zimmerman contract and leading the transition of store usage. Their efforts are delivering a \$700k (~20%) annual cost reduction on agency costs across traditional media and digital/streaming channels.

Championed by operations leadership, **Treasury team** has implemented a credit card surcharge program that applies a 2% surcharge fee on credit card transactions to recapture our cost of processing credit card payments. A true team effort with support by ops, accounting, treasury, F&I, DMS, and others; with near universal buy-in, all but 7 stores will be live by the end of June!

Projected annual savings of \$28M+

Shout out to **Mark Ruddell**, who identified a legacy Driveway Docusign agreement that was over-scoped and prompted a renegotiation and consolidation with our other e-signature providers that will save Lithia over \$1M over the next three years!

Congrats to **JT Perryman** and his team, who have continued to push our aftermarket parts suppliers to improve pricing and rebates, which will bring over \$500k/year back to stores' bottom lines!

New & Enhanced Programs: Fixed ops & Overhead

Shop Supplies

New Preferred Partners

Average store savings of 18%

Info and how to get started:

-  [MOC Shop Supplies](#)
-  [Imperial Shop Supplies](#)

Detail Chemicals

New Preferred Partner

New lower price of \$5.95/vehicle, plus additional savings**

**Additional \$0.50 off for stores also using MOC shop supplies program, and another \$0.50 for stores using MOC's chemical program.

Info and how to get started:

-  [MOC Detail Chemicals](#)

AAA

Enhanced Partnership

AAA's Approved Auto Repair program drives AAA's roadside assistance customers to our dealerships for repairs.

82% of Lithia tow-ins result in customer pay work sold, with an average tow-in RO gross of ~\$900. At \$495 per year the AAA program pays for itself less than 3 tows.

Aftermarket Oil

New Preferred Partner

Phillips 66 has been selected as Lithia's Preferred Aftermarket Oil Provider, excluding Ford and Honda OEM program oil.

This program will enhance supply availability, improve consistency, and leverage Lithia's scale across aftermarket oil purchases, with an estimated savings opportunity of over \$2M across the network.

Info and how to get started:

-  [Cost Comparison Tool](#)

EyeQ Cameras

New Preferred Partner

Average savings of 11.8%.

EyeQ currently offers the most cost-effective overall comprehensive solution, accounting for installation, equipment, and monitoring.

Competitive bidding encouraged

Info and how to get started:

-  [EyeQ Info & Pricing](#)

To qualify for this program, dealerships must:

- Meet a minimum rating with either Better Business Bureau or Google Reviews.
- Pass a AAA site inspection.
- Provide OEM certifications for technicians.

Info and how to get started:

-  [AAA & Lithia Program Information](#)

Coffee, Water and Breakroom Supplies

New Preferred Partner

Quench: competitive national pricing, certified installation, and ongoing maintenance support, while offering a convenient and sustainable alternative to traditional bottled water delivery.

Info and how to get started:

-  [Quench Info & Pricing](#)

New Preferred Partner

ODP: offers a broad, convenient solution for everyday breakroom and supply needs, including coffee, beverages, snacks, disposables, and equipment. Specialty program available, offering a \$1 Keurig program to all Lithia stores.

Info and how to get started:

-  [ODP Info & Pricing](#)

New Preferred Partner

Daiohs: competitive national pricing, certified installation, and ongoing maintenance support, specializing in bean-to-cup coffee solutions and fully supported breakroom services, offering a premium coffee experience with hands-on local service.

Info and how to get started:

-  [Daiohs Info & Pricing](#)

Your Procurement Toolkit



Procurement & Purchasing

Explore Lithia & Driveway's Preferred Partner resources, access location-specific technology and supply ordering tools, and request purchasing or vendor support.

[Preferred Partner List & Resources](#)

[Preferred Partner Scorecard](#)

[Quarterly Rebate Disbursement Report](#)

[Store Spend Tools](#)

[Vendor Relationship Support Email](#)

[Technology Purchasing \(US\)](#)

[Technology Purchasing \(CA\)](#)

[View All Resources & Ordering Portals](#)

Updated Spark Tile Experience:

- Preferred Partner List Refresh
- Enhanced Spend Tool Insights
- Top Lithia Vendors & Relationship Owner Visibility
- Rebate Tracker
- Preferred Partner Scorecard
- Store Spend Tool
- Top Vendor Spend & LAD Relationship Owners

Quarterly Store Rebate Tracker

A Quarterly Rebate Tracker provides clearer insight into rebate performance and opportunities.

- Visibility into rebate opportunities
- See store rebates earned by Vendor per Store
- Better compliance and tracking

Additional Tools & Resources



[Procurement Spark Tile](#)

[Preferred Partner List & Resources](#)

[Store Spend Tool](#)

[All Resources & Ordering Portals](#)