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For immediate release

## Resource Automotive Client Lithia Motors Receives Dealer Award

**CHICAGO**, October 13, 2011 – Resource Automotive, Inc., a unit of The Warranty Group, Inc., today announced that Lithia Motors, Inc. has been named F&I Dealer of the Year by *F&I and Showroom* magazine.

The award was presented to Steve Justice, F&I training manager, during a special ceremony at the magazine's Industry Summit 2011 in Las Vegas. Lithia was one of seven operations named a 2011 F&I Pacesetter, or finalist for the F&I Dealer of the Year award.

Lithia was founded in 1946 by Walt DeBoer as a Chrysler Plymouth Dodge franchise and has been headed since 1968 by chairman and CEO Sid DeBoer. Lithia becomes the magazine's 11<sup>th</sup> F&I Dealer of the Year, an award sponsored this year by Resource Automotive. The Medford, Ore.-based group, which operates 86 dealerships in the Western and Midwest United States, represents one of the nation's largest publicly traded dealer groups.

"I think our field of F&I Pacesetters was the strongest we've had in a long time," said Gregory Arroyo, executive editor of *F&I and Showroom* magazine. "What really stuck out to us about Lithia was their support team. Not many dealer operators have the a team devoted solely to ensuring compliance, as well as monitoring performance levels and training F&I producers."

Chris Holzshu, CFO for Lithia, stated, "We're proud not only to be a top performer in this critical segment of dealer operations, but also to be recognized for our commitment to compliance and training."

Mike Frosch, president and COO for The Warranty Group, said, "Resource Automotive supports Lithia's strategy of building customer loyalty with every transaction, and we are honored to have played a part in their outstanding performance."

Lithia has been a client of The Warranty Group since 1997.

### **About The Warranty Group**

The Warranty Group is the world's premier provider of service contracts and related benefits, with operations in 33 countries and 2000 employees. With underwriting, claims administration and marketing expertise, The Warranty Group is a single-source solution for manufacturers, distributors and retailers of consumer goods including autos, homes, consumer electronics, furniture and appliances as well as financial institutions and the travel and leisure industry. [www.TheWG.com](http://www.TheWG.com)

### **About Lithia**

Lithia Motors, Inc. is the ninth largest automotive retailer in the United States. Lithia sells 26 brands of new and all brands of used vehicles at 86 stores, which are located in 12 states. Lithia also arranges

finance, warranty, and credit insurance contracts; and provides vehicle parts, maintenance, and repair services at all of its locations.