

GROUP 1

Lowest 3 Scoring Dealers Win

Standings thru September 2015



<u>Dlr Code</u>	<u>Dealership</u>	<u>Sales</u>	<u>Sales Rank</u>	<u>% Objective</u>	<u>% of Objective Rank</u>	<u>YTD SAS Penetration</u>	<u>Total Points</u>
157	Colonial Subaru	1775	2	89.24%	1	15.35%	3
243	Manchester Subaru	1869	1	79.80%	3	30.83%	4
150	Patrick's Subaru	1538	4	80.48%	2	14.82%	6
168	Cityside Subaru	1539	3	76.15%	5	79.96%	8
261	Dan Perkins Subaru	1425	5	78.82%	4	9.54%	9

Required Achievements:

- Sales performance will be measured by total sale and by sales as a % of objective.
- Achieve an Added Security penetration of 20% or higher for the year. (CPO Not Included)
- AIM enrolled dealer.
- Dealership must be profitable.
- Dealership must be in operation in all 12 reporting months for 2015.
- Dealership financial statements must be submitted by the 10th business day of each month all year long.

Awards:

- Distinctive "Tiffany" crystal President's Award (1st year winners).
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GROUP 2

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<u>Dir Code</u>	<u>Dealership</u>	<u>Sales</u>	<u>Sales Rank</u>	<u>% Objective</u>	<u>% of Objective Rank</u>	<u>YTD SAS Penetration</u>	<u>Total Points</u>
389	Bertera Subaru of Hartford	1438	1	82.22%	1	46.87%	2
377	Quirk Works Subaru	1270	4	82.15%	2	16.69%	6
296	Suburban Subaru	1326	3	80.95%	3	34.62%	6
143	Subaru of Wakefield	1351	2	80.13%	5	54.55%	7
371	Metro West Subaru	1229	5	80.86%	4	37.75%	9
220	Premier Subaru	1144	7	79.94%	6	10.87%	13
141	Burlington Subaru	1168	6	73.41%	8	34.33%	14
217	Ira Subaru	1138	8	77.41%	7	55.01%	15

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GROUP 3

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Dlr Code	Dealership	Sales	Sales Rank	% Objective	% of Objective Rank	YTD SAS Penetration	Total Points
182	Bertera Subaru	1204	1	85.57%	3	74.23%	4
356	Subaru Stamford	1147	2	85.98%	2	39.88%	4
212	Steve Lewis Subaru	998	5	86.93%	1	65.93%	6
246	Patriot Subaru	1124	3	82.53%	4	30.52%	7
187	Garavel Subaru	1024	4	76.47%	9	35.55%	13
384	Pape Subaru	918	7	81.60%	6	15.81%	13
108	Mitchell Subaru	898	8	81.93%	5	38.06%	13
386	Balise Subaru	945	6	72.19%	10	99.37%	16
132	Center Subaru	879	9	78.48%	7	36.52%	16
393	Patriot Subaru	823	10	76.63%	8	1.58%	18

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Dlr Code	Dealership	Sales	Sales Rank	% Objective	% of Objective Rank	YTD SAS Penetration	Total Points
255	Schaller Subaru	922	1	95.45%	1	1.08%	2
392	Prime Subaru	867	3	89.38%	2	63.21%	5
209	Planet Subaru	914	2	85.66%	6	3.39%	8
199	Clay Subaru	835	4	80.52%	8	65.27%	12
350	Saint J Subaru	703	9	88.87%	3	22.33%	12
287	Charlie's Subaru	764	7	81.02%	7	41.75%	14
391	Premier Subaru Watertown	701	10	86.12%	5	0.14%	15
191	Quirk Subaru of Bangor	697	12	86.69%	4	27.26%	16
205	Anchor Subaru	783	6	78.69%	10	6.13%	16
231	Village Subaru	813	5	78.25%	11	55.35%	16
379	Twin City Subaru	729	8	70.64%	12	69.55%	20
388	Brattleboro Subaru	700	11	79.73%	9	24.86%	20
172	Exeter Subaru	522	13	66.50%	13	0.57%	26

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GROUP 5

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Dlr Code	Dealership	Sales	Sales Rank	% Objective	% of Objective Rank	YTD SAS Penetration	Total Points
232	Tri City Subaru	687	1	105.53%	1	5.24%	2
237	Atlantic Subaru	676	2	93.11%	4	42.37%	6
357	Mastria Subaru	577	5	96.81%	2	42.11%	7
335	Singer Subaru, LLC	528	10	94.45%	3	19.70%	13
359	North End Subaru	610	3	85.79%	11	64.26%	14
383	Haddad Subaru	568	6	89.59%	9	35.04%	15
201	Somerset Subaru	610	3	83.79%	14	46.07%	17
387	North Reading Subaru	547	9	84.67%	12	40.52%	21
390	Bennington Subaru	488	16	90.37%	8	36.89%	24
145	Secor Subaru	444	21	92.89%	5	43.24%	26
194	Holmgren Subaru	519	11	83.44%	15	19.27%	26
185	Quality Subaru	518	13	80.56%	17	93.63%	30
373	Subaru of Keene	563	7	73.69%	23	38.37%	30
126	Beard Subaru	317	26	91.09%	6	37.85%	32
270	Bath Subaru	338	25	90.86%	7	45.56%	32
147	Reynolds Subaru	412	22	85.83%	10	8.25%	32
378	Ocean Subaru	561	8	73.33%	24	28.70%	32
385	Valenti Subaru	446	20	84.31%	13	66.97%	33
166	Ed Reilly Subaru	484	17	81.62%	16	0.83%	33
351	Kinney Subaru	519	11	75.77%	22	22.93%	33
225	Belknap Subaru	489	15	76.77%	20	35.17%	35
358	Long Subaru	460	18	79.17%	19	48.91%	37
372	Evergreen Subaru	515	14	67.76%	27	6.60%	41
101	Profile Subaru	317	26	80.05%	18	43.85%	44
266	The Car Store	460	18	70.44%	26	25.22%	44
355	Stanley Subaru	375	24	76.37%	21	24.00%	45
241	Subaru of Milford	408	23	71.58%	25	41.42%	48
153	Subaru of Claremont	254	28	62.72%	28	10.63%	56

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