

# GROUP 1

Lowest 3 Scoring Dealers Win

STANDINGS THRU NOVEMBER



<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 %</u>	<u>YTD SAS Mechanical %</u>	<u>Total Points</u>
243	Manchester Subaru	2169	1	83.14%	2	28.42%	27.54%	3
261	Dan Perkins Subaru	1786	3	87.81%	1	12.88%	12.71%	4
157	Colonial Subaru	1909	2	75.93%	4	13.72%	12.83%	6
150	Patrick Subaru	1662	4	77.16%	3	12.52%	4.15%	7
168	CitySide Subaru	1437	5	67.21%	5	87.54%	42.03%	10

**Required Achievements:**

- Sales performance will be measured by total sale and by sales as a % of objective.
- Subaru Added Security: 30% total SAS penetration and 10% minimum mechanical penetration. *(CPO not included)*
- AIM enrolled retailer
- Dealership must be profitable.
- Dealership must be in operation in all 12 reporting months for 2016.
- 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).
- Prestigious Recognition Plaque (repeat winners).
- Special recognition at all SNE functions.
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## GROUP 2

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<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 %</u>	<u>YTD Mechanical SAS %</u>	<u>Total Points</u>
143	Subaru of Wakefield	1720	1	88.11%	2	71.92%	71.45%	3
377	Quirk Works Subaru	1644	3	93.14%	1	7.00%	7.00%	4
389	Bertera Subaru of Hartford	1689	2	82.96%	4	53.05%	37.30%	6
296	Suburban Subaru	1570	4	82.54%	5	36.24%	28.62%	9
141	Burlington Subaru	1342	6	83.77%	3	34.20%	25.93%	9
371	Metrowest Subaru	1362	5	79.65%	7	36.20%	14.32%	12
220	Premier Subaru	1296	7	81.25%	6	10.96%	10.03%	13
217	Ira Subaru	1206	8	76.33%	8	53.32%	47.93%	16

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# GROUP 3

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<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 %</u>	<u>YTD Mechanical SAS %</u>	<u>Total Points</u>
356	Subaru Stamford	1594	1	98.15%	1	81.49%	42.60%	2
246	Patriot Subaru	1348	2	87.36%	2	39.17%	10.46%	4
132	Center Subaru	1072	5	86.80%	3	11.19%	7.09%	8
212	Steve Lewis Subaru	1145	4	83.27%	6	46.03%	16.24%	10
384	Pape Subaru	1064	6	84.51%	4	30.36%	0.09%	10
182	Bertera Subaru	1302	3	77.04%	8	103.38%	60.75%	11
108	Mitchell Subaru	1007	7	78.37%	7	46.08%	23.04%	14
393	Patriot Subaru N.A.	976	9	84.43%	5	26.23%	0.20%	14
187	Garavel Subaru	1004	8	73.77%	9	44.02%	0.40%	17
386	Balise Subaru	933	10	72.05%	10	103.43%	40.94%	20

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350	Saint J. Subaru	1035	4	106.48%	1	23.96%	13.82%	5
209	Planet Subaru	1233	1	93.62%	4	7.31%	5.11%	5
392	Prime Subaru	1116	2	89.86%	5	59.41%	31.90%	7
255	Schaller Subaru	1103	3	84.78%	7	0.91%	0.82%	10
388	Brattleboro Subaru	882	7	94.74%	3	21.77%	16.67%	10
191	Quirk Subaru	866	9	88.82%	6	26.91%	23.33%	15
199	Clay Subaru	953	5	81.45%	10	62.64%	23.50%	15
172	Exeter Subaru	677	13	94.95%	2	0.74%	0.74%	15
287	Charlies Motor Mall	876	8	83.51%	8	46.35%	42.92%	16
231	Village Subaru	921	6	81.00%	11	95.22%	60.91%	17
379	Twin City Subaru	818	11	82.38%	9	41.93%	13.69%	20
205	Anchor Subaru LLC.	836	10	74.58%	13	6.58%	6.58%	23
391	Premier Subaru Watertown	782	12	79.88%	12	1.02%	1.02%	24

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395	Milford Subaru	747	4	123.88%	1	72.96%	46.59%	5
201	Somerset Subaru	784	2	89.09%	7	39.54%	38.65%	9
194	Holmgren Subaru	718	6	93.61%	4	31.75%	29.67%	10
383	Haddad Subaru	723	5	91.87%	6	17.29%	9.82%	11
237	Atlantic Subaru	804	1	85.71%	11	36.82%	33.08%	12
394	AutoFair Subaru	679	8	92.76%	5	1.91%	1.62%	13
185	Quality Subaru	648	9	87.92%	9	93.06%	59.88%	18
166	Ed Reilly Subaru	606	11	88.73%	8	2.64%	1.98%	19
359	North End Subaru	697	7	84.18%	14	56.24%	51.65%	21
232	TriCity Subaru	776	3	80.41%	21	3.61%	2.96%	24
126	Beard Subaru	504	22	102.86%	3	32.14%	25.20%	25
387	North Reading Subaru	637	10	84.15%	15	61.95%	57.24%	25
153	Subaru of Claremont	422	25	118.54%	2	36.02%	30.09%	27
385	Valenti Subaru	540	18	85.17%	12	64.81%	64.81%	30
351	Kinney Motors Ltd	582	13	83.02%	17	18.90%	3.78%	30
225	Belknap Subaru	567	14	81.82%	19	37.04%	37.04%	33
355	Stanley Subaru	449	24	86.02%	10	35.19%	2.67%	34
145	Secor Subaru	528	19	83.54%	16	38.45%	38.26%	35
378	Ocean Subaru	583	12	74.36%	25	33.96%	25.21%	37
358	Long Subaru	522	20	81.56%	20	47.89%	36.97%	40
101	Profile Subaru	367	27	84.37%	13	43.05%	13.08%	40
373	Subaru of Keene	565	15	72.90%	26	34.34%	26.02%	41
372	Evergreen Subaru	555	17	76.45%	24	7.93%	2.16%	41
357	Mastria Subaru	561	16	69.17%	27	45.63%	37.79%	43
270	Bath Subaru	401	26	82.51%	18	38.65%	38.65%	44
390	Bennington Subaru	507	21	78.48%	23	14.00%	14.00%	44
147	Reynolds Garage	457	23	79.48%	22	14.44%	0.66%	45

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