



Month End July 2011

Group 1

Hit & Go Wins

Trip Dates:

January 16, 2012 through January 21, 2012

Sales Measurement Period

January 4, 2011 through January 2, 2012

<u>Dlr Code</u>	<u>Dealership</u>	<u>Sales</u>	<u>Sales Rank</u>	<u>% Objective</u>	<u>% of Obj. Rank</u>	<u>YTD SAS Pen.</u>	<u>Total Points</u>
243	Manchester Subaru	864	Hit & Go	62.47%	Hit & Go	15.28%	Hit & Go

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)
- Enrolled in Subaru Service Loaner Program
- AIM enrolled dealer.
- Dealership must be profitable.
- Dealership must be in operation in all 12 reporting months for 2010.
- 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.
- Regional recognition event at annual Dealer Outing.
- Identification as President's Club Award winner on their individual dealer web site.

(Only Dealer Principals may attend this trip. No Exceptions.)

This year's trip location will be at the Four Seasons Resort Nevis



Group 2

Lowest Scoring 3 Dealers Win

Trip Dates:

January 16, 2012 through January 21, 2012

Sales Measurement Period

January 4, 2011 through January 2, 2012



Month End July 2011

<u>Dlr Code</u>	<u>Dealership</u>	<u>Sales</u>	<u>Sales Rank</u>	<u>% Objective</u>	<u>% of Obj. Rank</u>	<u>YTD SAS Pen.</u>	<u>Total Points</u>
150	Patrick Subaru	756	1	59.11%	2	20.24%	3
168	CitySide Subaru	726	2	60.55%	1	31.40%	3
141	Burlington Subaru	574	4	56.72%	3	27.87%	7
157	Colonial Subaru	720	3	53.33%	5	4.44%	8
246	Patriot Subaru	495	6	53.51%	4	19.80%	10
187	Georgetown Subaru	534	5	50.86%	6	20.79%	11

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Group 3

Lowest Scoring 3 Dealers Win

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Sales Measurement Period

January 4, 2011 through January 2, 2012



Month End July 2011

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356	Subaru Stamford	479	2	55.50%	3	40.29%	5
217	Ira Subaru	460	4	56.93%	2	71.96%	6
231	Village Subaru	446	5	57.33%	1	26.01%	6
371	Metrowest Subaru	488	1	53.57%	6	31.97%	7
182	Bertera Subaru	461	3	55.28%	4	91.76%	7
199	Clay Subaru	426	6	54.41%	5	21.60%	11
132	Center Subaru	420	7	52.70%	7	16.43%	14

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Group 4

Lowest Scoring 3 Dealers Win

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Sales Measurement Period

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Month End July 2011

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389	Berterra Subaru of Hartford	581	1	88.03%	1	25.47%	2
377	Quirk Works Subaru	488	2	65.95%	2	35.66%	4
220	Premier Subaru	488	2	63.05%	4	20.49%	6
261	Dan Perkins Subaru	471	4	65.33%	3	21.02%	7
296	Suburban Subaru	411	5	58.22%	6	33.33%	11
373	Subaru of Keene	408	6	61.35%	5	30.15%	11
143	Subaru of Wakefield	373	7	54.77%	7	38.07%	14
287	Charlies Motor Mall	353	8	54.39%	8	42.49%	16
387	North Reading Subaru	325	9	52.08%	9	53.54%	18

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384	Pape Subaru	371	2	79.61%	1	27.76%	3
379	Twin City Subaru	380	1	63.55%	4	39.21%	5
212	Steve Lewis Subaru	367	4	68.98%	3	35.15%	7
386	Balise Subaru	326	5	73.59%	2	50.61%	7
108	Mitchell Subaru	371	2	60.42%	8	22.64%	10
350	Saint J. Subaru	303	8	62.73%	6	83.17%	14
191	Quirk Subaru	326	5	56.99%	9	21.78%	14
166	Ed Reilly Subaru	287	10	63.50%	5	41.81%	15
255	Schaller Subaru	301	9	61.43%	7	20.93%	16
388	Brattleboro Subaru	307	7	54.34%	11	23.13%	18
237	Atlantic Subaru	285	11	55.99%	10	40.00%	21
201	Somerset Subaru	280	13	53.64%	13	49.64%	26
203	Subaru of Nashua	254	14	53.93%	12	37.01%	26
209	Planet Subaru	285	11	48.47%	15	1.40%	26
378	Ocean Subaru	235	15	52.11%	14	57.87%	29
205	Anchor Subaru LLC.	225	16	47.47%	16	4.89%	32

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385	Valenti Subaru	251	3	81.76%	1	36.25%	4
357	Mastria Subaru	266	2	64.56%	4	71.43%	6
372	Evergreen Subaru	244	4	69.32%	2	23.36%	6
359	North End Subaru	272	1	63.26%	5	66.18%	6
266	The Car Store	228	7	67.66%	3	63.16%	10
241	Subaru of Milford	229	5	59.48%	7	39.74%	12
383	Haddad Subaru	212	10	61.27%	6	34.91%	16
107	Chase Parkway Garage	215	9	56.14%	10	24.65%	19
185	Quality Subaru	229	5	54.39%	14	87.77%	19
145	Secor Subaru	209	11	54.71%	12	29.67%	23
358	Long Subaru	174	15	58.39%	9	23.56%	24
126	Beard Subaru	159	18	59.11%	8	30.82%	26
194	Holmgren Subaru	162	17	54.73%	11	27.16%	28
172	Exeter Subaru	218	8	50.11%	20	-0.92%	28
232	TriCity Subaru	186	14	54.07%	15	18.28%	29
355	Stanley Subaru	191	13	53.35%	16	37.70%	29
351	Kinney Motors Ltd	196	12	50.52%	19	37.76%	31
335	Singer Subaru	171	16	51.04%	18	22.22%	34
147	Reynolds Garage	125	23	54.59%	13	12.00%	36
153	Subaru of Claremont	118	24	52.68%	17	25.42%	41
225	Belknap Subaru	148	19	47.90%	22	25.68%	41
270	Bath Subaru	134	21	49.26%	21	48.51%	42
101	Profile Subaru	139	20	46.33%	24	0.00%	44
208	Bennington Subaru	127	22	47.74%	23	17.32%	45

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