

Sales by Channel & Assignment

Orio North America

		Days	Days			Calendar			
		MTD:	in MO:			Run Rate %			
		20	20	April 30			100%		
		Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Forecast \$	Run Rate Forecast%	Purchases To Go		
								Prior Year	
								Same Mo. Total 2016	
								2017 RR % of 2016	
Channel	OSC's (Official Service Centers)	1,639,292	2,054,652	125%	2,054,652	125%	-415,360	1,720,010	119%
	Major Accounts	261,708	216,334	83%	216,334	83%	45,374	208,238	104%
	IRF (Indep. Repair Facility)	74,227	54,821	74%	54,821	74%	19,407	35,691	154%
	Collision Shops	5,773	7,133	124%	7,133	124%	-1,361	10,848	66%
	Other Channel Sales	0	3,693	0%	3,693	N/A	-3,693	0	178%
	Terminated Sales <small>(zero validation)</small>	0	0	0%	0	N/A	0	22,931	0%
	Retail Sales (Protech)	80,000	45,117	56%	45,117	56%	34,883	92,373	49%
	Total All Channels	2,061,000	2,381,750	116%	2,381,750	116%	-320,750	2,090,091	114%
Assignment	Lisa Konieczka	947,064	1,216,692	128%	1,216,692	128%	-269,628	972,442	125%
	Trevor Thomas	698,001	845,093	121%	845,093	121%	-147,092	758,417	111%
	Ernie Estrada	74,227	54,821	74%	54,821	74%	19,407	35,691	154%
	Orio Major Accounts	261,708	216,334	83%	216,334	83%	45,374	208,238	104%
	Retail Sales (Protech)	80,000	45,117	56%	45,117	56%	34,883	92,373	49%
	Other Channel Sales	0	3,693	0%	3,693	N/A	-3,693	0	178%
	Terminated Sales <small>(zero validation)</small>	0	0	0%	0	N/A	0	22,931	0%
	Total All Assignments	2,061,000	2,381,750	116%	2,381,750	116%	-320,750	2,090,091	114%

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA
3015	IRF	HOUSTON	TX	A	--	--	--	Ernie Estrada	TEXAS AUTOMOTIVE PERFORM
3063	IRF	CHICAGO	IL	A	--	--	--	Ernie Estrada	SAAB TECH, INC
3066	IRF	DAYTON	OH	A	--	--	--	Ernie Estrada	FOREIGN EXCHANGE
3045	IRF	SKOKIE	IL	A	--	--	--	Ernie Estrada	PETERSEN AUTOMOTIVE
3001	IRF	AUSTIN	TX	A	--	--	--	Ernie Estrada	SWEDISH AUTO SERVICE
3274	IRF	SAN FRANCISCO	CA	A	--	--	--	Ernie Estrada	EMBARCADERO AUTO
3020	IRF	MELBOURNE	FL	A	--	--	--	Ernie Estrada	STRICTLY SAAB, INC
3196	IRF	HERNDON	VA	A	--	--	--	Ernie Estrada	AUTOSCANDIA
3155	IRF	WEST CHESTER	PA	A	--	--	--	Ernie Estrada	DOUGHERTY AUTOMOTIVE SER
3121	IRF	FORT COLLINS	CO	A	--	--	--	Ernie Estrada	JOHN KELLENBERG AUTO CARE
3049	IRF	MOUNT PLEASANT	SC	A	--	--	--	Ernie Estrada	IMPORT AND VINTAGE REPAIRS
3236	IRF	MILFORD	NH	A	--	--	--	Ernie Estrada	SAABWORKS
3337	IRF	APPLETON	WI	A	--	--	--	Ernie Estrada	THE AUTO SHOP
3005	IRF	DALLAS	TX	A	--	--	--	Ernie Estrada	SOUTHWEST AUTO
3154	IRF	PLEASANTVILLE	NY	A	--	--	--	Ernie Estrada	LADUCA AUTO
3345	IRF	DORSET	VT	A	--	--	--	Ernie Estrada	CHRISTOPHER RIZZON AUTO R
3301	IRF	GAITHERSBURG	MD	A	--	--	--	Ernie Estrada	VIKING AUTOMOTIVE, INC
3204	IRF	CHERRY HILL	NJ	A	--	--	--	Ernie Estrada	SWEDISH AUTO SPORTS
3156	IRF	WALNUT CREEK	CA	A	--	--	--	Ernie Estrada	SCANIA AUTO SERVICE
3193	IRF	INDIANAPOLIS	IN	A	--	--	--	Ernie Estrada	ROAD TESTED SAABS
3277	IRF	ALLSTON	MA	A	--	--	--	Ernie Estrada	MECCA MOTORS
3056	IRF	NEOSHA	WI	A	--	--	--	Ernie Estrada	COUNTRY IMPORTS
3131	IRF	DENVER	CO	A	--	--	--	Ernie Estrada	ALPINE EURO AUTOMOTIVE
3171	IRF	MIAMI	FL	A	--	--	--	Ernie Estrada	EUROPEAN AUTO SERVICE CEN
3018	IRF	RHINEBECK	NY	A	--	--	--	Ernie Estrada	RUGE'S AUTOMOTIVE, INC.
3263	IRF	MILFORD	CT	A	--	--	--	Ernie Estrada	MILFORD HIGH TECH AUTO
3165	IRF	SAUGERTIES	NY	A	--	--	--	Ernie Estrada	ESPECIALLY SWEDISH, INC.

Days	Days	Calendar			
MTD:	in MO:	Run Rate %			
20	20	April 30			100%
Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Forecast \$	Run Rate Forecast%	Purchases To Go
1,639,292	2,054,652	125%	2,054,652	125%	-415,360
261,708	216,334	83%	216,334	83%	45,374
74,227	54,821	74%	54,821	74%	19,407
5,773	7,133	124%	7,133	124%	-1,361
0	3,693	0%	3,693	N/A	-3,693
0	0	0%	0	N/A	0
80,000	45,117	56%	45,117	56%	34,883
2,061,000	2,381,750	116%	2,381,750	116%	-320,750
947,064	1,216,692	128%	1,216,692	128%	-269,628
698,001	845,093	121%	845,093	121%	-147,092
74,227	54,821	74%	54,821	74%	19,407
261,708	216,334	83%	216,334	83%	45,374
80,000	45,117	56%	45,117	56%	34,883
0	3,693	0%	3,693	N/A	-3,693
0	0	0%	0	N/A	0
2,061,000	2,381,750	116%	2,381,750	116%	-320,750
Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go
4,483	2,536	57%	2,536	57%	1,947
4,266	1,411	33%	1,411	33%	2,855
3,730	3,823	103%	3,823	103%	-93
3,584	995	28%	995	28%	2,588
2,936	233	8%	233	8%	2,703
2,567	1,164	45%	1,164	45%	1,402
2,323	625	27%	625	27%	1,698
2,246	1,822	81%	1,822	81%	424
2,056	381	19%	381	19%	1,675
1,705	772	45%	772	45%	933
1,672	1,192	71%	1,192	71%	479
1,656	0	0%	0	0%	1,656
1,582	2,436	154%	2,436	154%	-855
1,500	246	16%	246	16%	1,254
1,488	1,721	116%	1,721	116%	-233
1,386	4,997	360%	4,997	360%	-3,611
1,349	826	61%	826	61%	523
1,236	1,844	149%	1,844	149%	-609
1,169	336	29%	336	29%	833
1,109	276	25%	276	25%	833
1,089	1,104	101%	1,104	101%	-15
1,077	288	27%	288	27%	789
1,073	1,546	144%	1,546	144%	-473
1,051	520	49%	520	49%	531
1,019	315	31%	315	31%	704
958	0	0%	0	0%	958
945	656	69%	656	69%	290

Prior Year	
Same Mo. Total 2016	2017 RR % of 2016
1,720,010	119%
208,238	104%
35,691	154%
10,848	66%
0	178%
22,931	0%
92,373	49%
2,090,091	114%
972,442	125%
758,417	111%
35,691	154%
208,238	104%
92,373	49%
0	178%
22,931	0%
2,090,091	114%
4,016	63%
137	1032%
94	4083%
0	0%
3,247	7%
990	118%
480	130%
1,418	129%
68	558%
1,022	76%
356	335%
208	0%
0	0%
229	108%
583	295%
0	0%
0	0%
1,084	170%
852	39%
149	185%
1,728	64%
388	74%
277	558%
959	54%
1,978	16%
0	0%
443	148%

	3,908	8,098	736,800	1,527,488	5,214	2,884
State	Bags MTD	Bags YTD	Bags MTD	Bags YTD	Claim Filed	Claim to Go
AK						
AL						
AR						
AS						
AZ						
CA						
CO						
CT						
DE						
DC						
FL						
GA						
HI						
IA						
ID						
IL						
IN						
KS						
KY						
LA						
MA						
MD						
ME						
MI						
MN						
MO						
MS						
MT						
NE						
NH						
NJ						
NM						
NY						
NC						
ND						
OH						
OK						
OR						
PA						
RI						
SC						
SD						
TN						
TX						
UT						
VA						
VT						
WA						
WI						
WY						
ZZ						

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	Stat e	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
3315	IRF	FAIRPORT	NY	A	--	--	--	Ernie Estrada	SWEDISH MOTORSPORTS OF R	923	8	1%	8	1%	915	0	0%	--	--	--	--	--	--	--
3160	IRF	COLORADO SPR	CO	A	--	--	--	Ernie Estrada	ALL ABOUT SAAB REPAIR CENT	908	509	56%	509	56%	400	254	200%	--	--	--	--	--	--	--
3276	IRF	CINCINNATI	OH	A	--	--	--	Ernie Estrada	HACKER AUTOMOTIVE GROUP	905	1,134	125%	1,134	125%	-229	949	119%	--	--	--	--	--	--	--
3017	IRF	BOISE	ID	A	--	--	--	Ernie Estrada	MICHAELS AUTOMOTIVE SERV	881	957	109%	957	109%	-76	1,107	86%	--	--	--	--	--	--	--
3231	IRF	BROOKLYN	NY	A	--	--	--	Ernie Estrada	SWEDISH SAAB SERVICE	843	288	34%	288	34%	555	368	78%	--	--	--	--	--	--	--
3002	IRF	FORT WORTH	TX	A	--	--	--	Ernie Estrada	GORECKI AUTO	726	0	0%	0	0%	726	0	0%	--	--	--	--	--	--	--
3026	IRF	PITTSBURGH	PA	A	--	--	--	Ernie Estrada	SIMPLY SAAB	722	0	0%	0	0%	722	1,000	0%	--	--	--	--	--	--	--
3028	IRF	SARASOTA	FL	A	--	--	--	Ernie Estrada	SCOTTIS AUTO REPAIR	699	0	0%	0	0%	699	1,007	0%	--	--	--	--	--	--	--
3207	IRF	ATLANTA	GA	A	--	--	--	Ernie Estrada	S AND J AUTOMOTIVE	698	548	78%	548	78%	150	0	0%	--	--	--	--	--	--	--
3022	IRF	HIGHLAND PAR	IL	A	--	--	--	Ernie Estrada	D AND R AUTOWORKS	697	75	11%	75	11%	622	0	0%	--	--	--	--	--	--	--
3299	IRF	PITTSBURGH	PA	A	--	--	--	Ernie Estrada	WASHINGTON BLVD. AUTOMO	694	0	0%	0	0%	694	303	0%	--	--	--	--	--	--	--
3199	IRF	LEOLA	PA	A	--	--	--	Ernie Estrada	M. D. WEAVER SAAB	691	0	0%	0	0%	691	229	0%	--	--	--	--	--	--	--
3243	IRF	SOUTH YARMO	MA	A	--	--	--	Ernie Estrada	QUANTUM MECHANICS	629	651	104%	651	104%	-23	158	412%	--	--	--	--	--	--	--
3216	IRF	WILLOW STREE	PA	A	--	--	--	Ernie Estrada	SCANDINAVIAN PARTS	614	309	50%	309	50%	304	129	240%	--	--	--	--	--	--	--
3127	IRF	LAKEWOOD	CO	A	--	--	--	Ernie Estrada	SCANDIA TEK	594	146	25%	146	25%	448	604	24%	--	--	--	--	--	--	--
3240	IRF	PHOENIXVILLE	PA	A	--	--	--	Ernie Estrada	STORYS GARAGE	589	91	15%	91	15%	498	0	0%	--	--	--	--	--	--	--
3183	IRF	GLENWOOD SP	CO	A	--	--	--	Ernie Estrada	SWEDISH AUTOMOTIVE AND B	586	102	17%	102	17%	484	203	50%	--	--	--	--	--	--	--
3280	IRF	CALVERTON	NY	A	--	--	--	Ernie Estrada	AUTOMEDIC LI	581	417	72%	417	72%	164	657	63%	--	--	--	--	--	--	--
3057	IRF	BOW	NH	A	--	--	--	Ernie Estrada	FOCUS AUTOMOTIVE, INC.	559	1,463	262%	1,463	262%	-904	0	0%	--	--	--	--	--	--	--
3335	IRF	MERRIMAC	MA	A	--	--	--	Ernie Estrada	YANKEE GARAGE LLC	552	1,364	247%	1,364	247%	-812	0	0%	--	--	--	--	--	--	--
3221	IRF	FORT LAUDERD	FL	A	--	--	--	Ernie Estrada	PRESTIGE EUROPEAN AUTOSER	544	0	0%	0	0%	544	882	0%	--	--	--	--	--	--	--
3203	IRF	PERKASIE	PA	A	--	--	--	Ernie Estrada	JOE DAVIS AUTOSPORT	444	623	141%	623	141%	-180	230	271%	--	--	--	--	--	--	--
3192	IRF	SAUQUOIT	NY	A	--	--	--	Ernie Estrada	TIRED IRON REPAIR	436	52	12%	52	12%	383	0	0%	--	--	--	--	--	--	--
3261	IRF	NEWPORT NEW	VA	A	--	--	--	Ernie Estrada	EUROPEAN MOTORS INC	430	67	16%	67	16%	363	146	46%	--	--	--	--	--	--	--
3034	IRF	SANTA ROSA	CA	A	--	--	--	Ernie Estrada	GREEN TECH AUTOMOTIVE	429	0	0%	0	0%	429	0	0%	--	--	--	--	--	--	--
3218	IRF	READING	PA	A	--	--	--	Ernie Estrada	TIM AND DAD INC	411	0	0%	0	0%	411	250	0%	--	--	--	--	--	--	--
3065	IRF	FAIR HAVEN	NJ	A	--	--	--	Ernie Estrada	FOREIGN CARS OF MANMOUTH	384	436	114%	436	114%	-52	222	196%	--	--	--	--	--	--	--
3275	IRF	ABBOTTSTOWN	PA	A	--	--	--	Ernie Estrada	LINCOLN WAY SALES&SERVICE	374	0	0%	0	0%	374	908	0%	--	--	--	--	--	--	--
3070	IRF	LAKE KATRINE	NY	A	--	--	--	Ernie Estrada	GOOD AUTO MOTIVES, INC.	364	0	0%	0	0%	364	0	0%	--	--	--	--	--	--	--
3278	IRF	STERLING	VA	A	--	--	--	Ernie Estrada	ASHBURN EUROPEAN SERVICE	359	172	48%	172	48%	187	0	0%	--	--	--	--	--	--	--
3254	IRF	NASHUA	NH	A	--	--	--	Ernie Estrada	STATE OF NINE LTD	343	162	47%	162	47%	181	0	0%	--	--	--	--	--	--	--
3052	IRF	SANTA CRUZ	CA	A	--	--	--	Ernie Estrada	SAAB O-RAMA	291	29	10%	29	10%	262	0	0%	--	--	--	--	--	--	--
3282	IRF	BAYSIDE	NY	A	--	--	--	Ernie Estrada	V S MOTOR SERVICE INC	290	0	0%	0	0%	290	0	0%	--	--	--	--	--	--	--
3111	IRF	FT. LAUDERDAL	FL	A	--	--	--	Ernie Estrada	EURAUTOSOLUTION, INC.	279	360	129%	360	129%	-82	404	89%	--	--	--	--	--	--	--
3027	IRF	PELHAM	AL	A	--	--	--	Ernie Estrada	MIKE&MIKE'S COMPLETE CAR	277	0	0%	0	0%	277	0	0%	--	--	--	--	--	--	--
3182	IRF	PAWTUCKET	RI	A	--	--	--	Ernie Estrada	SWEDISH MOTORS LTD	265	400	151%	400	151%	-135	865	46%	--	--	--	--	--	--	--
3189	IRF	LIGONIER	PA	A	--	--	--	Ernie Estrada	DENNIS SWEENEY INC.	244	92	38%	92	38%	152	0	0%	--	--	--	--	--	--	--
3021	IRF	SIMPSONVILLE	SC	A	--	--	--	Ernie Estrada	SWEDISH AUTOMOTIVE, LTD	215	0	0%	0	0%	215	70	0%	--	--	--	--	--	--	--
3200	IRF	SILVER SPRINGS	MD	A	--	--	--	Ernie Estrada	ROSSI AUTOMOTIVE SERVICE	211	35	17%	35	17%	177	672	5%	--	--	--	--	--	--	--
3177	IRF	BOISE	ID	A	--	--	--	Ernie Estrada	CAPITOL AUTO BODY	211	0	0%	0	0%	211	0	0%	--	--	--	--	--	--	--
3055	IRF	BIRMINGHAM	AL	A	--	--	--	Ernie Estrada	ELEMENT GARAGE	201	66	33%	66	33%	135	432	15%	--	--	--	--	--	--	--
3225	IRF	ITHACA	NY	A	--	--	--	Ernie Estrada	FOREIGN MOTOR REPAIR	180	0	0%	0	0%	180	345	0%	--	--	--	--	--	--	--
4019	IRF	EXETER	NH	A	--	--	--	Ernie Estrada	COTES AUTO BODY	174	0	0%	0	0%	174	0	0%	--	--	--	--	--	--	--
3054	IRF	SAN ANTONIO	TX	A	--	--	--	Ernie Estrada	EURO CAR CARE	165	558	337%	558	337%	-392	839	66%	--	--	--	--	--	--	--
3115	IRF	BOULDER	CO	A	--	--	--	Ernie Estrada	MARK'S AUTO SERVICE, INC.	164	0	0%	0	0%	164	326	0%	--	--	--	--	--	--	--
3249	IRF	LEWES	DE	A	--	--	--	Ernie Estrada	CJ S BEACH BAYS	162	0	0%	0	0%	162	0	0%	--	--	--	--	--	--	--
3173	IRF	AVENTURA	FL	A	--	--	--	Ernie Estrada	EUROPEAN AUTO SERVICE, INC	153	0	0%	0	0%	153	0	0%	--	--	--	--	--	--	--
3242	IRF	HAMBURG	NJ	A	--	--	--	Ernie Estrada	DEBOERS AUTO	142	0	0%	0	0%	142	0	0%	--	--	--	--	--	--	--
3271	IRF	BARRINGTON	NH	A	--	--	--	Ernie Estrada	SAABTECH	140	39	28%	39	28%	101	0	0%	--	--	--	--	--	--	--
3256	IRF	VISALIA	CA	A	--	--	--	Ernie Estrada	ROGER VOGTS PERFORMANCE	132	0	0%	0	0%	132	0	0%	--	--	--	--	--	--	--
3289	IRF	SAN MATEO	CA	A	--	--	--	Ernie Estrada	BO JONSSON SAAB	126	0	0%	0	0%	126	119	0%	--	--	--	--	--	--	--

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3023	IRF	SAND CITY	CA	A	--	--	--	Ernie Estrada	HARTZEL AUTOMOTIVE	115	0	0%	0	0%	115	0	0%	--	--	--	--	--	--	--
3252	IRF	OLD SAYBROOK	CT	A	--	--	--	Ernie Estrada	ERIKSSON INDUSTRIES	114	0	0%	0	0%	114	0	0%	--	--	--	--	--	--	--
3048	IRF	NORTH CHARLE	SC	A	--	--	--	Ernie Estrada	CHARLESTON IMPORT AUTOM	114	0	0%	0	0%	114	0	0%	--	--	--	--	--	--	--
3003	IRF	NORTH RICHLA	TX	A	--	--	--	Ernie Estrada	LOEFFLER'S EUROPEAN AUTO	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3213	IRF	ROCHESTER	MN	A	--	--	--	Ernie Estrada	BABCOCK AUTO CARE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3186	IRF	IOWA CITY	IA	A	--	--	--	Ernie Estrada	WHITEDOG IMPORTS	0	0	0%	0	0	0	48	0%	--	--	--	--	--	--	--
3250	IRF	HENDERSONVII	NC	A	--	--	--	Ernie Estrada	EUROTECHNIK	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3241	IRF	READING	PA	A	--	--	--	Ernie Estrada	DUBBLES GERMAN MOTORS IN	0	461	0%	461	0	-461	0	0%	--	--	--	--	--	--	--
3290	IRF	SKIPPACK	PA	A	--	--	--	Ernie Estrada	STUDIO B	0	0	0%	0	0	0	377	0%	--	--	--	--	--	--	--
3090	IRF	SOUTH DARTM	MS	A	--	--	--	Ernie Estrada	MARX AUTO CENTER	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3227	IRF	SYRACUSE	NY	A	--	--	--	Ernie Estrada	WALTS AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3119	IRF	SYLVANIA	GA	A	--	--	--	Ernie Estrada	FOREIGN AID, INC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3105	IRF	LANTANA	FL	A	--	--	--	Ernie Estrada	ONE STOP AUTO INC.	0	440	0%	440	0	-440	28	1566%	--	--	--	--	--	--	--
3137	IRF	GOLDEN	CO	A	--	--	--	Ernie Estrada	LEEPIN LIZARD	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3325	IRF	ROCKVILLE	MD	A	--	--	--	Ernie Estrada	MB AUTOMOTIVE SERVICES	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3041	IRF	BIRMINGHAM	AL	A	--	--	--	Ernie Estrada	GREEN GARAGE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3077	IRF	STONE RIDGE	NY	A	--	--	--	Ernie Estrada	FOUR IN TUNE AUTO WORKS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3106	IRF	DETROIT	MI	A	--	--	--	Ernie Estrada	MACK GARAGE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3136	IRF	HAMILTON	MT	A	--	--	--	Ernie Estrada	RELIANCE AUTOMOTIVE, INC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3134	IRF	LITTLETON	CO	A	--	--	--	Ernie Estrada	STERLING SERVICE, INC	0	6	0%	6	0	-6	0	0%	--	--	--	--	--	--	--
3266	IRF	REDWOOD CITY	CA	A	--	--	--	Ernie Estrada	NORDIC MOTORS, INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3009	IRF	PLANO	TX	A	--	--	--	Ernie Estrada	AUTOBAHN SERVICE CENTER	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3233	IRF	SACREMENTO	CA	A	--	--	--	Ernie Estrada	EUROPEAN SPORTS CAR GARAG	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3153	IRF	WILLIAMSPORT	PA	A	--	--	--	Ernie Estrada	SWEDISH UNDERGROUND	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3211	IRF	TULSA	OK	A	--	--	--	Ernie Estrada	SVENSKRAFT	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3260	IRF	MADISON	WI	A	--	--	--	Ernie Estrada	ARA OF MADISON INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3317	IRF	NORWELL	MA	A	--	--	--	Ernie Estrada	SULLIVAN TIRE CO. INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3235	IRF	ROSWELL	GA	A	--	--	--	Ernie Estrada	Premier Auto Repair	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3050	IRF	SETAUKET	NY	A	--	--	--	Ernie Estrada	NORTH SHORE IMPORTS, INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3422	IRF	MT ARLINGTON	NJ	A	--	--	--	Ernie Estrada	SWEET MOTORS	0	2,112	0%	2,112	0	-2,112	0	0%	--	--	--	--	--	--	--
3395	IRF	NORTH HAVEN	CT	A	--	--	--	Ernie Estrada	LYDELL MOTORS LTD	0	97	0%	97	0	-97	0	0%	--	--	--	--	--	--	--
3377	IRF	ATLANTA	GA	A	--	--	--	Ernie Estrada	BAVARIAN BODY WORKS	0	839	0%	839	0	-839	0	0%						--	--
3208	IRF	LEWES	DE	A	--	--	--	Ernie Estrada	RUDYS EUROPEAN MOTORCAR	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3326	IRF	RAWLINGS	MD	A	--	--	--	Ernie Estrada	AUTOMAX	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3308	IRF	PORT CHESTER	NY	A	--	--	--	Ernie Estrada	GREENWICH AUTO	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3358	IRF	NEWTOWN	CT	A	--	--	--	Ernie Estrada	NEWTOWN CAR SALES	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3292	IRF	TIMONIUM	MD	A	--	--	--	Ernie Estrada	PRESTIGE AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3069	IRF	BRIARCLIFF MA	NY	A	--	--	--	Ernie Estrada	BRIARCLIFF CLASSIC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3078	IRF	GREENVILLE	NY	A	--	--	--	Ernie Estrada	TOWN LINE AUTO	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3087	IRF	CHARLOTTESVI	VA	A	--	--	--	Ernie Estrada	INTERNATIONAL IMPORTS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3100	IRF	SOUTH DARTM	MA	A	--	--	--	Ernie Estrada	CHET'S AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3122	IRF	FORT COLLINS	CO	A	--	--	--	Ernie Estrada	OLD TOWN IMPORT REPAIR	0	0	0%	0	0	0	0	0%						--	--
3123	IRF	LOVELAND	CO	A	--	--	--	Ernie Estrada	360 INDEPENDENT REPAIR	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3142	IRF	CEDAR GROVE	NJ	A	--	--	--	Ernie Estrada	BUDDS AUTO BODY	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3194	IRF	MANHEIM	PA	A	--	--	--	Ernie Estrada	FRED HEISTAND AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3206	IRF	FRANKFORD	DE	A	--	--	--	Ernie Estrada	EUROPEAN COACH WERKES IN	0	0	0%	0	0	0	109	0%	--	--	--	--	--	--	--
3219	IRF	NASHUA	NH	A	--	--	--	Ernie Estrada	1ST PRIORITY AUTO & TOWING	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3223	IRF	CHEVY CHASE	MD	A	--	--	--	Ernie Estrada	DP AUTO REPAIR	0	15	0%	15	0	-15	0	0%	--	--	--	--	--	--	--
3230	IRF	WILMINGTON	DE	A	--	--	--	Ernie Estrada	SPORTS CAR SERVICE, INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3307	IRF	WEST BRIDGEW	MA	A	--	--	--	Ernie Estrada	BRIDGEWATER MOTOR WORKS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3329	IRF	WEBSTER	NY	A	--	--	--	Ernie Estrada	TURNER AUTO CARE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	Stat e	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
3347	IRF	VERGINIA BEAC	VA	A	--	--	--	Ernie Estrada	EXPRESS AUTO PARTS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3384	IRF	NORTHBOROU	MA	A	--	--	--	Ernie Estrada	BERRYS AUTO SALES INC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3382	IRF	WRIGHTSTOWN	PA	A	--	--	--	Ernie Estrada	RYANS AUTO REPAIR CLINIC	0	0	0%	0	0	0	0	0%						--	--
3412	IRF	MONTAGUE	MA	A	--	--	--	Ernie Estrada	ROCKY TOP GURU	0	44	0%	44	0	-44	0	0%	--	--	--	--	--	--	--
3394	IRF	SWEDISH MOT	CT	A	--	--	--	Ernie Estrada	SWEDISH MOTORS GULF	0	328	0%	328	0	-328	0	0%	--	--	--	--	--	--	--
3294	IRF	MILWAUKEE	WI	A	--	--	--	Ernie Estrada	O'REILLY MOTOR CARS	0	0	0%	0	0	0	464	0%	--	--	--	--	--	--	--
3067	IRF	BEAVERCREEK	OH	A	--	--	--	Ernie Estrada	FOREIGN EXCHANGE NORTH	0	0	0%	0	0	0	17	0%	--	--	--	--	--	--	--
3300	IRF	SUWANEE	GA	A	--	--	--	Ernie Estrada	WELCH AUTO	0	0	0%	0	0	0	237	0%	--	--	--	--	--	--	--
3082	IRF	PACIFIC GROVE	CA	A	--	--	--	Ernie Estrada	MONTEREY IMPORT MOTORS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3343	IRF	WAUWATOSA	WI	A	--	--	--	Ernie Estrada	STATEOFTHE ART IMPORT AUT	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3248	IRF	SANTA ROSA	CA	A	--	--	--	Ernie Estrada	EIU INC	0	0	0%	0	0	0	26	0%	--	--	--	--	--	--	--
3310	IRF	VENTURA	CA	A	--	--	--	Ernie Estrada	JAYS AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3237	IRF	SAN DIEGO	CA	A	--	--	--	Ernie Estrada	GERMAN MOTORS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3247	IRF	CONROE	TX	A	--	--	--	Ernie Estrada	MONACO LUXURY	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3011	IRF	GRAPEVINE	TX	A	--	--	--	Ernie Estrada	IMPORT CAR CENTER	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3016	IRF	SAN ANTONIO	TX	A	--	--	--	Ernie Estrada	AUTOBAHN AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3024	IRF	SAN DIEGO	CA	A	--	--	--	Ernie Estrada	SWEDISH AUTO AB	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3046	IRF	SALT LAKE CITY	UT	A	--	--	--	Ernie Estrada	MSN AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3098	IRF	MODESTO	CA	A	--	--	--	Ernie Estrada	EUROPEAN AUTOMOTIVE SPEC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3108	IRF	KALAMAZOO	MI	A	--	--	--	Ernie Estrada	FLYING DOG GARAGE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3120	IRF	FORT COLLINS	CO	A	--	--	--	Ernie Estrada	EUROPEAN MOTOR CARS	0	13	0%	13	0	-13	0	0%	--	--	--	--	--	--	--
3146	IRF	LOVELAND	CO	A	--	--	--	Ernie Estrada	E & B AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3149	IRF	GRAND JUNCTI	CO	A	--	--	--	Ernie Estrada	THE FOREIGN AID	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3157	IRF	LARAMIE	WY	A	--	--	--	Ernie Estrada	VDR FOREIGH AUTO REPAIR	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3158	IRF	DENVER	CO	A	--	--	--	Ernie Estrada	MILE HI AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3163	IRF	COLORADO SPR	CO	A	--	--	--	Ernie Estrada	CONCOURS CARS, LTD.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3166	IRF	RALEIGH	NC	A	--	--	--	Ernie Estrada	PATTERSON PERFORMANCE, IN	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3175	IRF	DORAL	FL	A	--	--	--	Ernie Estrada	EUROPEAN AUTO MOTORS, LL	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3178	IRF	FORT LAUDERD	FL	A	--	--	--	Ernie Estrada	AUTOBAHN PERFORMANCE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3179	IRF	FORT COLLINS	CO	A	--	--	--	Ernie Estrada	A B IMPORT AUTO, INC.	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3209	IRF	SAN FRANCISCO	CA	A	--	--	--	Ernie Estrada	BAY AREA SAAB	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3342	IRF	WOODSTOCK	GA	A	--	--	--	Ernie Estrada	MNM SAAB REPAIR LLC	0	2,430	0%	2,430	0	-2,430	0	0%	--	--	--	--	--	--	--
3167	IRF	SANDY	UT	A	--	--	--	Ernie Estrada	BOYD'S AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3012	IRF	PLANO	TX	A	--	--	--	Ernie Estrada	THE AUTO SHOP	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3019	IRF	WARSAW	IN	A	--	--	--	Ernie Estrada	GLOBAL AUTO, INC	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3029	IRF	SARASOTA	FL	A	--	--	--	Ernie Estrada	SUMMERFORD AUTOMOTIVE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3053	IRF	BLOOMINGTON	IN	A	--	--	--	Ernie Estrada	WORLD WIDE AUTOMOTIVE SE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3062	IRF	BEND	OR	A	--	--	--	Ernie Estrada	PAT'S IMPORT AUTO CLINIC	0	115	0%	115	0	-115	0	0%	--	--	--	--	--	--	--
3439	IRF	MERRIAM	KS	A	--	--	--	Ernie Estrada	DONE WITH CARE AUTO REPAIR	0	75	0%	75	0	-75	0	0%	--	--	--	--	--	--	--
3340	IRF	SAN ANTONIO	TX	A	--	--	--	Ernie Estrada	CHRISTIAN BROTHERS AUTOM	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3408	IRF	DENTON	TX	A	--	--	--	Ernie Estrada	ANGELFIRE CUSTOMS	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3414	IRF	BOONTON	NJ	A	--	--	--	Ernie Estrada	ANGELFIRE CUSTOMS	0	1,300	0%	1,300	0	-1,300	0	0%	--	--	--	--	--	--	--
3440	IRF	FISHKILL	NY	A	--	--	--	Ernie Estrada	PETES AUTO EXPRESSIONS	0	2,374	0%	2,374	0	-2,374	0	0%	--	--	--	--	--	--	--
3344	IRF	ARLINGTON	TX	A	--	--	--	Ernie Estrada	SAM AND JOES FOREIGN CAR RE	0	0	0%	0	0	0	0	0%	--	--	--	--	--	--	--
3381	IRF	BRISTOL	RI	A	--	--	--	Ernie Estrada	EMERALD AUTO	0	553	0%	553	0	-553	0	0%	--	--	--	--	--	--	--
3427	IRF	BERWICK	ME	A	--	--	--	Ernie Estrada	SAAB SPECIFIC LLC	0	339	0%	339	0	-339	0	0%	--	--	--	--	--	--	--
3429	IRF	WOODBINE	MD	A	--	--	--	Ernie Estrada	DAISY AUTO CARE INC	0	58	0%	58	0	-58	0	0%	--	--	--	--	--	--	--
2235	OSC	RACINE	WI	A	Aerox	Aerox	\$ 300	Lisa Konieczka	FRANK BOUCHER SAAB	121,006	73,922	61%	73,922	61%	47,084	124,194	60%	WI	4	8	750	1,500	4	4
2385	OSC	HOUSTON	TX	A	Aerox	Aerox	\$ 300	Lisa Konieczka	VIKING AUTOMOTIVE	55,508	84,149	152%	84,149	152%	-28,641	43,050	195%	TX	48	92	9,000	17,250	61	31
2055	OSC	TROY	MI	A	Aero	Aero	\$ 300	Lisa Konieczka	SAAB OF TROY	31,301	29,231	93%	29,231	93%	2,070	31,296	93%	MI	36	50	6,750	9,375	21	29
2256	OSC	MORROW	GA	A	Aero	Aero	\$ 300	Lisa Konieczka	HERITAGE SAAB	29,805	19,659	66%	19,659	66%	10,146	2,524	779%	GA	36	53	6,750	9,938	37	16

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	Stat e	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
1337	OSC	MAPLEWOOD	MN	A	Aero	Aero	\$ 300	Lisa Konieczka	SCHMELZ COUNTRYSIDE SAAB	22,079	22,145	100%	22,145	100%	-65	28,902	77%	MN	24	100	4,500	18,750	64	36
2154	OSC	GRAND RAPIDS	MI	A	Aero	Aero	\$ 300	Lisa Konieczka	FOX SAAB	20,751	31,300	151%	31,300	151%	-10,549	19,024	165%	MI	80	128	15,000	24,000	94	34
1875	OSC	PORTLAND	OR	A	Aero	Aero	\$ 300	Lisa Konieczka	GARRY SMALL SAAB	20,597	26,315	128%	26,315	128%	-5,718	15,233	173%	OR	52	88	9,750	16,500	51	37
2165	OSC	ATLANTA	GA	A	Aero	Aero	\$ 300	Lisa Konieczka	JIM ELLIS SAAB OF ATLANTA	19,715	31,639	160%	31,639	160%	-11,924	20,741	153%	GA	104	155	19,500	29,063	100	55
1706	OSC	SCHAUMBURG	IL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	PATRICK SAAB	18,855	22,701	120%	22,701	120%	-3,846	16,145	141%	IL	64	112	12,000	21,000	20	92
2321	OSC	LOS ANGELES	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF BEVERLY HILLS	17,078	4,341	25%	4,341	25%	12,737	22,319	19%	CA	0	0	0	0	0	0
2422	OSC	MINNEAPOLIS	MN	A	Aero	Aero	\$ 300	Lisa Konieczka	MORRIE'S CADILLAC	16,603	17,911	108%	17,911	108%	-1,308	18,362	98%	MN	12	20	2,250	3,750	9	11
2381	OSC	SEATTLE	WA	A	Turbo	Aero	\$ 300	Lisa Konieczka	SCANWEST AUTOSPORT	15,274	24,014	157%	24,014	157%	-8,740	18,886	127%	WA	40	164	7,500	30,750	101	63
2352	OSC	MEMPHIS	TN	A	Turbo	Aero	\$ 300	Lisa Konieczka	GWATNEY SAAB OF MEMPHIS	15,165	11,711	77%	11,711	77%	3,454	27,833	42%	TN	24	72	4,500	13,500	48	24
403	OSC	BILLINGS	MT	A	Turbo	Turbo	\$ 200	Lisa Konieczka	DANA SAAB	14,866	12,449	84%	12,449	84%	2,417	12,855	97%	MT	8	24	1,500	4,500	11	13
6223	OSC	OAKVILLE	ON	A	Aero	Aero	\$ 300	Lisa Konieczka	BUDD'S SAAB	14,207	12,077	85%	12,077	85%	2,130	22,401	54%	ON	12	28	2,925	6,825	8	20
2351	OSC	BELLEVUE	WA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF BELLEVUE	13,833	18,049	130%	18,049	130%	-4,216	16,674	108%	WA	24	44	4,500	8,250	29	15
2119	OSC	BEDFORD	OH	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF BEDFORD	13,600	18,612	137%	18,612	137%	-5,012	19,116	97%	OH	48	60	9,000	11,250	31	29
2348	OSC	INDIANAPOLIS	IN	A	Turbo	Turbo	\$ 200	Lisa Konieczka	FALCONE SAAB	13,427	16,325	122%	16,325	122%	-2,898	16,948	96%	IN	44	88	8,250	16,500	40	48
5045	OSC	DURHAM	NC	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SWEDISH IMPORTS	12,634	10,393	82%	10,393	82%	2,242	9,410	110%	NC	16	44	3,000	8,250	37	7
1718	OSC	CHARLOTTE	NC	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF CHARLOTTE	11,148	22,040	198%	22,040	198%	-10,893	13,484	163%	NC	60	100	11,250	18,750	69	31
5064	OSC	KANSAS CITY	MO	A	Turbo	Turbo	\$ 200	Lisa Konieczka	GEORGE'S IMPORTS, LTD	11,031	12,749	116%	12,749	116%	-1,718	13,429	95%	MO	32	44	6,000	8,250	29	15
2414	OSC	CINCINNATI	OH	A	Turbo	Turbo	\$ 200	Lisa Konieczka	JUST SAAB	10,725	23,256	217%	23,256	217%	-12,531	11,251	207%	OH	60	72	11,250	13,500	33	39
2116	OSC	LANSING	IL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	FLIKKEMA SAAB	10,616	13,759	130%	13,759	130%	-3,143	10,646	129%	IL	12	16	2,250	3,000	12	4
2310	OSC	TAMPA	FL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF TAMPA	10,512	13,426	128%	13,426	128%	-2,914	11,230	120%	FL	28	64	5,250	12,000	47	17
5343	OSC	MARIETTA	GA	A	Turbo	Base	\$ 100	Lisa Konieczka	JIM ELLIS SAAB OF MARIETTA	10,487	0	0%	0	0%	10,487	16,020	0%	GA	0	0	0	0	0	0
2412	OSC	DENVER	CO	A	Turbo	Turbo	\$ 200	Lisa Konieczka	MILE HI BODY SHOP, INC	10,478	17,832	170%	17,832	170%	-7,354	8,171	218%	CO	48	84	9,000	15,750	68	16
1993	OSC	CANFIELD	OH	A	Turbo	Turbo	\$ 200	Lisa Konieczka	ARMANDO'S SAAB	9,977	9,667	97%	9,667	97%	310	13,982	69%	OH	0	8	0	1,500	3	5
1735	OSC	MADISON	WI	A	Turbo	Turbo	\$ 200	Lisa Konieczka	ZIMBRICK INC	9,705	11,764	121%	11,764	121%	-2,058	6,668	176%	WI	16	80	3,000	15,000	58	22
2080	OSC	DUBLIN	OH	A	Turbo	Turbo	\$ 200	Lisa Konieczka	MIDWESTERN AUTO GROUP	9,361	10,716	114%	10,716	114%	-1,355	14,238	75%	OH	12	20	2,250	3,750	7	13
2344	OSC	CARY	NC	A	Turbo	Turbo	\$ 200	Lisa Konieczka	HENDRICK CADILLAC-SAAB-SPY	9,218	6,974	76%	6,974	76%	2,244	10,220	68%	NC	0	20	0	3,750	9	11
1857	OSC	GREEN BAY	WI	A	Turbo	Turbo	\$ 200	Lisa Konieczka	BROADWAY SAAB	8,863	6,761	76%	6,761	76%	2,102	7,757	87%	WI	4	19	750	3,563	11	8
878	OSC	Sunnyvale	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	B & B SAAB	8,828	20,658	234%	20,658	234%	-11,830	9,314	222%	CA	64	96	12,000	18,000	53	43
2151	OSC	DALLAS	TX	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SEWELL SAAB OF DALLAS	8,554	15,191	178%	15,191	178%	-6,637	12,292	124%	TX	60	141	11,250	26,438	95	46
1721	OSC	SOUTHFIELD	MI	A	Turbo	Turbo	\$ 200	Lisa Konieczka	GLASSMAN SAAB	8,117	16,288	201%	16,288	201%	-8,171	5,426	300%	MI	36	48	6,750	9,000	30	18
2415	OSC	SANDY	UT	A	Base	Turbo	\$ 200	Lisa Konieczka	BOYD'S AUTOMOTIVE	8,062	9,046	112%	9,046	112%	-984	12,313	73%	UT	12	16	2,250	3,000	9	7
2184	OSC	SAN DIEGO	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	MARVIN K. BROWN SAAB	7,723	21,140	274%	21,140	274%	-13,417	9,120	232%	CA	52	148	9,750	27,750	93	55
1727	OSC	LOUISVILLE	KY	A	Turbo	Turbo	\$ 200	Lisa Konieczka	BLUE GRASS SAAB	7,714	8,725	113%	8,725	113%	-1,010	7,946	110%	KY	16	24	3,000	4,500	7	17
2112	OSC	LAKE BLUFF	IL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB EXCHANGE	7,670	14,191	185%	14,191	185%	-6,521	8,421	169%	IL	36	76	6,750	14,250	56	20
2280	OSC	ANN ARBOR	MI	A	Base	Base	\$ 100	Lisa Konieczka	SUBURBAN SAAB	7,469	6,315	85%	6,315	85%	1,154	7,085	89%	MI	4	24	750	4,500	15	9
2167	OSC	SHERMAN OAK	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB OF SHERMAN OAKS	7,357	21,769	296%	21,769	296%	-14,412	4,074	534%	CA	84	200	15,750	37,500	111	89
6246	OSC	SURREY	BC	A	Turbo	Turbo	\$ 200	Lisa Konieczka	LANGLEY FIAT	7,206	8,350	116%	8,350	116%	-1,144	5,350	156%	BC	4	14	975	3,413	9	5
2375	OSC	SANTA FE	NM	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SMART MOTORS	7,104	9,605	135%	9,605	135%	-2,501	7,651	126%	NM	24	32	4,500	6,000	27	5
1807	OSC	MANCHESTER	MO	A	Turbo	Turbo	\$ 200	Lisa Konieczka	WEST COUNTY SAAB	6,841	8,791	129%	8,791	129%	-1,951	5,330	165%	MO	20	48	3,750	9,000	26	22
155	OSC	BURTON	MI	A	Turbo	Turbo	\$ 200	Lisa Konieczka	TRIO MOTORS INC	6,427	8,095	126%	8,095	126%	-1,667	8,439	96%	MI	8	16	1,500	3,000	16	0
2409	OSC	IRVING	TX	A	Turbo	Turbo	\$ 200	Lisa Konieczka	FRENCH'S FOREIGN CAR SERV	6,330	21,297	336%	21,297	336%	-14,967	4,807	443%	TX	80	124	15,000	23,250	91	33
2410	OSC	LAKEWOOD	CO	A	Turbo	Turbo	\$ 200	Lisa Konieczka	EURO TECH COLORADO	6,289	9,193	146%	9,193	146%	-2,904	4,426	208%	CO	12	23	2,250	4,313	14	9
2115	OSC	AUSTIN	TX	A	Turbo	Turbo	\$ 200	Lisa Konieczka	ROGER BEASLEY SAAB	6,232	9,864	158%	9,864	158%	-3,632	6,326	156%	TX	28	108	5,250	20,250	74	34
2394	OSC	VERO BEACH	FL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	VIGGEN AUTOMOTIVE PERFOR	6,118	16,438	269%	16,438	269%	-10,320	5,956	276%	FL	44	64	8,250	12,000	48	16
2350	OSC	KNOXVILLE	TN	A	Turbo	Turbo	\$ 200	Lisa Konieczka	USI MOTORS SAAB OF KNOXVI	6,078	8,554	141%	8,554	141%	-2,476	6,773	126%	TN	16	32	3,000	6,000	24	8
5352	OSC	Tustin	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	TUSTIN NISSAN, INC.	6,057	17,723	293%	17,723	293%	-11,667	6,340	280%	CA	56	128	10,500	24,000	92	36
2127	OSC	W PALM BEACH	FL	A	Base	Turbo	\$ 200	Lisa Konieczka	SCHUMACHER SAAB	6,014	7,298	121%	7,298	121%	-1,284	7,902	92%	FL	16	40	3,000	7,500	31	9
2371	OSC	IRVINE	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	THE SWEDISH MECHANIC	5,991	8,739	146%	8,739	146%	-2,748	6,870	127%	CA	24	60	4,500	11,250	56	4
2373	OSC	JACKSONVILLE	FL	A	Base	Turbo	\$ 200	Lisa Konieczka	FIELDS CADILLAC JACKSONVILL	5,986	9,686	162%	9,686	162%	-3,701	5,417	179%	FL	16	96	3,000	18,000	68	28
2121	OSC	COLORADO SPR	CO	A	Base	Turbo	\$ 200	Lisa Konieczka	RED NOLAND SAAB	5,779	6,535	113%	6,535	113%	-756	4,525	144%	CO	4	20	750	3,750	12	8
2382	OSC	WINTER PARK	FL	A	Base	Turbo	\$ 200	Lisa Konieczka	SWEDE CENTRAL	5,741	14,523	253%	14,523	253%	-8,782	4,187	347%	FL	36	60	6,750	11,250	45	15

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	Stat e	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
2387	OSC	WESTMONT	IL	A	Turbo	Turbo	\$ 200	Lisa Konieczka	KG AUTO WERKS	5,695	6,711	118%	6,711	118%	-1,016	2,153	312%	IL	4	12	750	2,250	6	6
2090	OSC	WALNUT CREEK	CA	A	Turbo	Turbo	\$ 200	Lisa Konieczka	DIRITO BROS. WALNUT CREEK	5,258	10,975	209%	10,975	209%	-5,717	4,342	253%	CA	28	92	5,250	17,250	63	29
308	OSC	MCINTIRE	IA	A	Turbo	Base	\$ 100	Lisa Konieczka	MEYER GARAGE	5,023	6,347	126%	6,347	126%	-1,324	3,448	184%	IA	8	12	1,500	2,250	10	2
2349	OSC	FIFE	WA	A	Base	Turbo	\$ 200	Lisa Konieczka	LARSON CADILLAC SAAB	4,759	6,678	140%	6,678	140%	-1,919	9,135	73%	WA	20	32	3,750	6,000	9	23
2411	OSC	BOULDER	CO	A	Base	Turbo	\$ 200	Lisa Konieczka	EOS MOTORSPORTS	4,734	9,501	201%	9,501	201%	-4,766	9,208	103%	CO	28	44	5,250	8,250	31	13
6213	OSC	VERDUN	QC	A	Turbo	Turbo	\$ 200	Lisa Konieczka	GRAVEL CHEV BUICK CADILLAC	4,635	4,283	92%	4,283	92%	351	5,155	83%	QC	4	4	975	975	0	4
2395	OSC	DES MOINES	IA	A	Turbo	Base	\$ 100	Lisa Konieczka	BECKLEY AUTOMOTIVE SERVICE	4,627	5,379	116%	5,379	116%	-752	1,433	375%	IA	4	8	750	1,500	1	7
2137	OSC	AKRON	OH	A	Base	Turbo	\$ 200	Lisa Konieczka	DAVE TOWELL SAAB	4,623	8,333	180%	8,333	180%	-3,710	5,489	152%	OH	16	52	3,000	9,750	29	23
2384	OSC	COLUMBUS	OH	A	Base	Base	\$ 100	Lisa Konieczka	THE SAAB SHOP	4,601	9,957	216%	9,957	216%	-5,356	4,429	225%	OH	28	32	5,250	6,000	23	9
2392	OSC	SPRINGFIELD	MO	A	Base	Turbo	\$ 200	Lisa Konieczka	TALIAFERRO IMPORTS, INC.	4,515	6,554	145%	6,554	145%	-2,039	3,426	191%	MO	8	28	1,500	5,250	23	5
2425	OSC	MILWAUKEE	WI	A	Turbo	Base	\$ 100	Lisa Konieczka	O'REILLY MOTOR CARS	4,500	4,794	107%	4,794	107%	-295	863	555%	WI	8	16	1,500	3,000	4	12
1988	OSC	FORT WAYNE	IN	A	Base	Base	\$ 100	Lisa Konieczka	TOM KELLEY SAAB	4,488	3,553	79%	3,553	79%	935	3,554	100%	IN	4	12	750	2,250	4	8
6247	OSC	THORNHILL	ON	A	Turbo	Base	\$ 100	Lisa Konieczka	ROY FOSS MOTORS	4,483	2,501	56%	2,501	56%	1,982	4,977	50%	ON	0	0	0	0	0	0
6224	OSC	KITCHENER	ON	A	Turbo	Turbo	\$ 200	Lisa Konieczka	SAAB / SUZUKI OF KITCHENER	4,413	5,200	118%	5,200	118%	-787	6,949	75%	ON	12	60	2,925	14,625	32	28
6212	OSC	LAVAL	QC	A	Turbo	Base	\$ 100	Lisa Konieczka	SAAB LAVAL	4,359	5,384	124%	5,384	124%	-1,025	3,338	161%	QC	12	16	2,925	3,900	0	16
2286	OSC	MENTOR	OH	A	Base	Base	\$ 100	Lisa Konieczka	CLASSIC CADILLAC-SAAB	4,342	6,653	153%	6,653	153%	-2,311	5,686	117%	OH	16	16	3,000	3,000	12	4
2417	OSC	SPOKANE VALLEY	WA	A	Base	Base	\$ 100	Lisa Konieczka	DAVE SMITH NISSAN OF SPOKANE	4,285	7,863	183%	7,863	183%	-3,578	5,127	153%	WA	16	24	3,000	4,500	6	18
2278	OSC	BATON ROUGE	LA	A	Base	Turbo	\$ 200	Lisa Konieczka	GERRY LANE SAAB	4,012	3,222	80%	3,222	80%	790	2,688	120%	LA	8	40	1,500	7,500	26	14
2364	OSC	GLENDALE	AZ	A	Base	Base	\$ 100	Lisa Konieczka	ARROWHEAD CADILLAC	3,656	2,509	69%	2,509	69%	1,147	11,688	21%	AZ	4	16	750	3,000	7	9
2397	OSC	SEATTLE	WA	A	Base	Turbo	\$ 200	Lisa Konieczka	SAAB PARTS NORTHWEST	3,631	1,893	52%	1,893	52%	1,738	8,124	23%	WA	0	0	0	0	0	0
6233	OSC	EDMONTON	AB	A	Turbo	Base	\$ 100	Lisa Konieczka	SAAB OF EDMONTON	3,525	1,807	51%	1,807	51%	1,717	3,482	52%	AB	0	4	0	975	1	3
2365	OSC	SCOTTSDALE	AZ	A	Base	Turbo	\$ 200	Lisa Konieczka	EARNHARDT CADILLAC	3,492	3,320	95%	3,320	95%	171	4,074	81%	AZ	8	32	1,500	6,000	20	12
2367	OSC	CHANDLER	AZ	A	Base	Base	\$ 100	Lisa Konieczka	DESERT CADILLAC	3,476	1,747	50%	1,747	50%	1,728	4,490	39%	AZ	0	4	0	750	3	1
2218	OSC	LEXINGTON	KY	A	Base	Base	\$ 100	Lisa Konieczka	QUANTRELL SAAB	3,462	2,541	73%	2,541	73%	921	1,895	134%	KY	4	16	750	3,000	11	5
2368	OSC	GARDEN GROVE	CA	A	Base	Base	\$ 100	Lisa Konieczka	TOM'S TRUCK CENTER	3,422	1,150	34%	1,150	34%	2,272	4,280	27%	CA	0	0	0	0	0	0
2213	OSC	WICHITA	KS	A	Base	Base	\$ 100	Lisa Konieczka	EURO-TECH SAAB	3,419	5,091	149%	5,091	149%	-1,672	1,883	270%	KS	0	4	0	750	0	4
1854	OSC	HONOLULU	HI	A	Base	Base	\$ 100	Lisa Konieczka	SAAB HAWAII	3,261	1,132	35%	1,132	35%	2,128	3,155	36%	HI	4	4	750	750	0	4
2293	OSC	GREENVILLE	SC	A	Base	Turbo	\$ 200	Lisa Konieczka	SITTON BUICK PONTIAC GMC SAAB	3,227	5,492	170%	5,492	170%	-2,266	3,371	163%	SC	12	88	2,250	16,500	60	28
2209	OSC	NAPLES	FL	A	Base	Turbo	\$ 200	Lisa Konieczka	DEVOE SAAB	3,226	13,655	423%	13,655	423%	-10,429	3,811	358%	FL	44	123	8,250	23,063	99	24
2363	OSC	AURORA	IL	A	Base	Base	\$ 100	Lisa Konieczka	NAPLETON'S HYUNDAI OF AURORA	3,138	1,422	45%	1,422	45%	1,716	3,839	37%	IL	0	0	0	0	0	0
2212	OSC	WILMINGTON	NC	A	Base	Base	\$ 100	Lisa Konieczka	SAAB OF WILMINGTON	2,888	12,359	428%	12,359	428%	-9,471	1,407	879%	NC	44	64	8,250	12,000	48	16
2406	OSC	TIGARD	OR	A	Base	Base	\$ 100	Lisa Konieczka	T. SCANDIA MOTORS	2,650	3,451	130%	3,451	130%	-801	2,223	155%	OR	8	12	1,500	2,250	10	2
2255	OSC	LIGHTHOUSE POINT	FL	A	Base	Turbo	\$ 200	Lisa Konieczka	SHEEHAN SAAB	2,585	19,458	753%	19,458	753%	-16,872	2,964	657%	FL	84	148	15,750	27,750	97	51
6249	OSC	QUEBEC	QC	A	Base	Base	\$ 100	Lisa Konieczka	HONDA CHARLESBOURG	2,564	10,228	399%	10,228	399%	-7,664	3,360	304%	QC	12	12	2,925	2,925	4	8
2161	OSC	WINSTON-SALEM	NC	A	Base	Base	\$ 100	Lisa Konieczka	FLOW SAAB OF WINSTON-SALEM	2,562	3,366	131%	3,366	131%	-803	3,029	111%	NC	4	15	750	2,813	6	9
2190	OSC	CATHEDRAL CITY	CA	A	Base	Base	\$ 100	Lisa Konieczka	JESSUP SAAB	2,486	4,346	175%	4,346	175%	-1,860	2,097	207%	CA	12	24	2,250	4,500	8	16
2426	OSC	RALEIGH	NC	A	Base	Base	\$ 100	Lisa Konieczka	PATTERSON PERFORMANCE, INC.	2,456	4,827	197%	4,827	197%	-2,372	0	0%	NC	8	14	1,500	2,625	10	4
2087	OSC	CHICAGO	IL	A	Base	Base	\$ 100	Lisa Konieczka	PERILLO SAAB	2,414	4,586	190%	4,586	190%	-2,172	1,493	307%	IL	20	28	3,750	5,250	15	13
1923	OSC	WASHINGTON	IL	A	Base	Base	\$ 100	Lisa Konieczka	UFTRING SAAB	2,223	2,709	122%	2,709	122%	-486	1,504	180%	IL	4	7	750	1,313	2	5
2297	OSC	O'FALLON	IL	A	Base	Base	\$ 100	Lisa Konieczka	JACK SCHMITT CADILLAC-SAAB	2,030	1,176	58%	1,176	58%	855	3,190	37%	IL	4	8	750	1,500	5	3
6225	OSC	LONDON	ON	A	Base	Base	\$ 100	Lisa Konieczka	ULTIMATE AUTOMOBILES	1,932	3,609	187%	3,609	187%	-1,677	3,683	98%	ON	0	0	0	0	0	0
2389	OSC	LAFAYETTE	CA	A	Base	Base	\$ 100	Lisa Konieczka	SVENSSON AUTOMOTIVE INC.	1,895	9,427	498%	9,427	498%	-7,533	644	1464%	CA	40	76	7,500	14,250	44	32
2003	OSC	PERRYSBURG	OH	A	Base	Base	\$ 100	Lisa Konieczka	ED SCHMIDT SAAB	1,834	1,850	101%	1,850	101%	-16	578	320%	OH	4	4	750	750	0	4
6222	OSC	TORONTO	ON	A	Base	Base	\$ 100	Lisa Konieczka	SAAB ON THE QUEENSWAY	1,826	4,663	255%	4,663	255%	-2,837	1,736	269%	ON	16	24	3,900	5,850	0	24
1744	OSC	CHATTANOOGA	TN	A	Base	Turbo	\$ 200	Lisa Konieczka	KELLY SAAB	1,697	10,484	618%	10,484	618%	-8,788	1,157	906%	TN	12	36	2,250	6,750	24	12
6245	OSC	Ottawa	ON	A	Base	Base	\$ 100	Lisa Konieczka	TURPIN SERVICE CENTER	1,627	4,513	277%	4,513	277%	-2,887	4,015	112%	ON	0	0	0	0	0	0
1818	OSC	SIOUX FALLS	SD	A	Base	Base	\$ 100	Lisa Konieczka	GRAHAM AUTOMOTIVE	1,624	1,824	112%	1,824	112%	-200	1,543	118%	SD	4	8	750	1,500	0	8
2399	OSC	SANTA BARBARA	CA	A	Base	Base	\$ 100	Lisa Konieczka	BUNNIN CHEVROLET CADILLAC	1,526	3,410	223%	3,410	223%	-1,884	2,144	159%	CA	12	54	2,250	10,125	17	37
2372	OSC	Simi Valley	CA	A	Base	Base	\$ 100	Lisa Konieczka	SCANDINAVIAN SERVICE, INC.	1,446	5,279	365%	5,279	365%	-3,833	3,581	147%	CA	20	36	3,750	6,750	28	8
2423	OSC	WENDELL	NC	A	Base	Base	\$ 100	Lisa Konieczka	SWEDISH PERFORMANCE AND	1,265	3,434	271%	3,434	271%	-2,169	756	454%	NC	8	12	1,500	2,250	8	4
2427	OSC	SAN FRANCISCO	CA	A	Base	Base	\$ 100	Lisa Konieczka	BAY AREA SAAB	1,248	1,292	104%	1,292	104%	-44	0	0%	CA	4	12	750	2,250	8	4

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	State	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
2421	OSC	OMAHA	NE	A	Base	Base	\$ 100	Lisa Konieczka	EUROPEAN MOTORS, LLC	1,092	836	77%	836	77%	256	0	0%	NE	0	0	0	0	0	0
2220	OSC	SPRINGFIELD	MO	A	Base	Base	\$ 100	Lisa Konieczka	THOMPSON SAAB OF SOUTHW	1,086	1,690	156%	1,690	156%	-604	1,510	112%	MO	8	8	1,500	1,500	0	8
2301	OSC	TULSA	OK	A	Base	Base	\$ 100	Lisa Konieczka	DON THORNTON CADILLAC SA	973	0	0%	0	0%	973	1,424	0%	OK	0	0	0	0	0	0
2343	OSC	LINCOLN	NE	A	Base	Base	\$ 100	Lisa Konieczka	SID DILLON BUICK - SAAB	830	1,014	122%	1,014	122%	-184	752	135%	NE	0	8	0	1,500	3	5
2405	OSC	MYRTLE BEACH	SC	A	Base	Base	\$ 100	Lisa Konieczka	KEN BAKER ORIGINALS	808	7,215	893%	7,215	893%	-6,407	1,264	571%	SC	32	54	6,000	10,125	36	18
2299	OSC	WAUSAU	WI	A	Base	Base	\$ 100	Lisa Konieczka	KOCOUREK SAAB	549	0	0%	0	0%	549	452	0%	WI	0	0	0	0	0	0
2276	OSC	LUBBOCK	TX	A	Base	Base	\$ 100	Lisa Konieczka	SCOGGIN-DICKEY SAAB	334	96	29%	96	29%	238	1,144	8%	TX	0	0	0	0	0	0
2428	OSC	AVENTURA	FL	A	Base	Base	\$ 100	Lisa Konieczka	EUROPEAN AUTO SERVICE	216	0	0%	0	0%	216	0	0%	FL	0	0	0	0	0	0
7040	Major Acco	WINDSOR	CT	A	Aerox	Aerox	N/A	Major Accounts	EEUROPARTS.COM	201,747	156,205	77%	156,205	77%	45,541	150,774	104%	CT	0	0	0	0	0	0
7030	Major Acco	SOUTH SAN FR	CA	A	Aerox	Aero	N/A	Major Accounts	SSF IMPORTED AUTO PARTS LL	52,452	52,536	100%	52,536	100%	-84	51,481	102%	CA	0	0	0	0	0	0
3324	Major Acco	ORLEANS	MA	A	#N/A	#N/A	N/A	Major Accounts	ORLEANS AUTO SUPPLY	3,831	5,976	156%	5,976	156%	-2,145	0	0%	MA	0	0	0	0	0	0
9000	Major Acco	MINDEN	NV	A	#N/A	Base	N/A	Major Accounts	RAMAC INDUSTRIES, INC.	3,083	448	15%	448	15%	2,635	5,983	7%	NV	0	0	0	0	0	0
9050	Major Acco	KANOSH	UT	A	#N/A	#N/A	N/A	Major Accounts	CLEARCOM TECHNOLOGIES INC	595	1,169	196%	1,169	196%	-574	0	0%	UT	0	0	0	0	0	0
7026	Retail	Elon	NC	?	#N/A		#N/A	Retail	PROTECH ONE, INC. SAAB	60,854	41,963	69%	41,963	69%	18,891	70,266	60%	# NC	0	0	0	0	0	0
7027	Retail	Elon	NC	?	#N/A		#N/A	Retail	PROTECH ONE, INC. VOLVO	19,146	3,154	16%	3,154	16%	15,992	22,107	14%	# NC	0	0	0	0	0	0
7025	Retail	Elon	NC	?	#N/A		#N/A	Retail	PROTECH ONE, INC.	0	0	0%	0	0	0		0%	NC	0	0	0	0	0	0
2144	OSC	DOYLESTOWN	PA	A	Aerox	Aerox	\$ 300	Trevor Thomas	FRED BEANS SAAB	116,496	64,590	55%	64,590	55%	51,906	156,383	41%	PA	24	36	4,500	6,750	19	17
31	OSC	Allston/Brighto	MA	A	Aero	Aerox	\$ 300	Trevor Thomas	CHARLES RIVER SAAB	53,801	73,334	136%	73,334	136%	-19,533	58,314	126%	MA	104	192	19,500	36,000	105	87
2362	OSC	Maywood	NJ	A	Aero	Aero	\$ 300	Trevor Thomas	PARK AVENUE SAAB	30,738	22,337	73%	22,337	73%	8,401	41,487	54%	NJ	0	168	0	31,500	104	64
46	OSC	SIMSBURY	CT	A	Aero	Aero	\$ 300	Trevor Thomas	MITCHELL PONTIAC INC	27,216	41,075	151%	41,075	151%	-13,859	26,942	152%	CT	60	100	11,250	18,750	77	23
2374	OSC	FALLS CHURCH	VA	A	Aero	Aero	\$ 300	Trevor Thomas	IM AUTOHAUS	23,471	29,418	125%	29,418	125%	-5,948	21,527	137%	VA	52	176	9,750	33,000	147	29
2134	OSC	WILMINGTON	DE	A	Turbo	Turbo	\$ 200	Trevor Thomas	DELAWARE CADILLAC, OLDS, S	17,249	14,919	86%	14,919	86%	2,330	18,165	82%	DE	16	44	3,000	8,250	31	13
2386	OSC	WARWICK	RI	A	Turbo	Turbo	\$ 200	Trevor Thomas	CONNTECH SAAB SPECIALISTS	14,762	17,419	118%	17,419	118%	-2,657	15,827	110%	RI	20	32	3,750	6,000	28	4
2418	OSC	SPRINGFIELD	NJ	A	Turbo	Turbo	\$ 200	Trevor Thomas	BMW OF SPRINGFIELD	13,578	19,034	140%	19,034	140%	-5,456	16,317	117%	NJ	36	44	6,750	8,250	27	17
5350	OSC	Milford	CT	A	Turbo	Turbo	\$ 200	Trevor Thomas	SAAB OF MILFORD	12,503	9,865	79%	9,865	79%	2,639	13,333	74%	CT	20	68	3,750	12,750	57	11
2378	OSC	MONTPELIER	VT	A	Turbo	Turbo	\$ 200	Trevor Thomas	CROSSWAY SAAB	12,431	25,133	202%	25,133	202%	-12,701	21,688	116%	VT	20	80	3,750	15,000	54	26
2424	OSC	ROCKVILLE	MD	A	Turbo	Turbo	\$ 200	Trevor Thomas	SCANDINAVIAN IMPORT SVC C	12,306	17,577	143%	17,577	143%	-5,271	8,236	213%	MD	20	28	3,750	5,250	21	7
1905	OSC	ROCHESTER	NY	A	Turbo	Turbo	\$ 200	Trevor Thomas	DORSCHEL SAAB	12,209	5,423	44%	5,423	44%	6,787	6,595	82%	NY	0	8	0	1,500	3	5
1952	OSC	WATERTOWN	CT	A	Turbo	Turbo	\$ 200	Trevor Thomas	VALENTI SAAB	11,942	8,272	69%	8,272	69%	3,670	9,888	84%	CT	4	12	750	2,250	8	4
2138	OSC	CONCORD	NH	A	Turbo	Turbo	\$ 200	Trevor Thomas	TRACY BANKS SAAB	11,893	13,953	117%	13,953	117%	-2,060	13,630	102%	NH	20	92	3,750	17,250	84	8
2339	OSC	COCKEYSVILLE	MD	A	Turbo	Turbo	\$ 200	Trevor Thomas	ANDERSON OF HUNT VALLEY	10,804	10,595	98%	10,595	98%	209	8,265	128%	MD	20	40	3,750	7,500	30	10
2152	OSC	SCARBOROUGH	ME	A	Turbo	Turbo	\$ 200	Trevor Thomas	PORTLAND SAAB	10,773	25,267	235%	25,267	235%	-14,495	12,257	206%	ME	88	124	16,500	23,250	96	28
36	OSC	WAKEFIELD	MA	A	Turbo	Turbo	\$ 200	Trevor Thomas	128 SALES INC	10,740	8,478	79%	8,478	79%	2,263	12,741	67%	MA	16	24	3,000	4,500	0	24
5067	OSC	MAUGANSVILLE	MD	A	Turbo	Turbo	\$ 200	Trevor Thomas	BREWER'S SAAB	10,448	10,497	100%	10,497	100%	-49	8,240	127%	MD	12	18	2,250	3,375	18	0
2049	OSC	ACTON	MA	A	Turbo	Turbo	\$ 200	Trevor Thomas	VILLAGE SAAB	10,181	22,666	223%	22,666	223%	-12,484	12,758	178%	MA	56	164	10,500	30,750	99	65
2380	OSC	NORWOOD	MA	A	Turbo	Turbo	\$ 200	Trevor Thomas	CADILLAC OF NORWOOD	10,131	13,190	130%	13,190	130%	-3,059	14,739	89%	MA	24	48	4,500	9,000	34	14
2435	OSC	DANBURY	CT	A	#N/A	#N/A	#N/A	Trevor Thomas	AUTOTECH	9,989	11,654	117%	11,654	117%	-1,665	0	0%	CT	24	24	4,500	4,500	13	11
2314	OSC	SOUTHBOROUGH	MA	A	Turbo	Turbo	\$ 200	Trevor Thomas	LONG CADILLAC	9,694	17,404	180%	17,404	180%	-7,710	13,520	129%	MA	52	64	9,750	12,000	24	40
1516	OSC	NEW LONDON	CT	A	Turbo	Turbo	\$ 200	Trevor Thomas	SECOR'S AUTO CENTER INC	9,446	8,549	91%	8,549	91%	897	10,616	81%	CT	16	60	3,000	11,250	51	9
871	OSC	AUBURN	MA	A	Turbo	Turbo	\$ 200	Trevor Thomas	PATRICK MOTORS INC	9,388	18,286	195%	18,286	195%	-8,898	8,641	212%	MA	40	64	7,500	12,000	46	18
2175	OSC	LANCASTER	PA	A	Turbo	Turbo	\$ 200	Trevor Thomas	KELLY SAAB	9,041	6,404	71%	6,404	71%	2,637	10,833	59%	PA	8	36	1,500	6,750	19	17
848	OSC	SOUTH BURLIN	VT	A	Turbo	Turbo	\$ 200	Trevor Thomas	P J'S AUTO VILLAGE	8,931	19,474	218%	19,474	218%	-10,543	11,016	177%	VT	56	60	10,500	11,250	20	40
2376	OSC	RENSSELAER	NY	A	Turbo	Turbo	\$ 200	Trevor Thomas	R.L SMITH SALES	7,880	11,608	147%	11,608	147%	-3,728	9,203	126%	NY	36	53	6,750	9,938	42	11
2107	OSC	EAST HARTFOR	CT	A	Turbo	Turbo	\$ 200	Trevor Thomas	HOFFMAN SAAB	7,532	3,740	50%	3,740	50%	3,792	9,518	39%	CT	4	12	750	2,250	7	5
2092	OSC	ROCKVILLE CEN	NY	A	Turbo	Base	\$ 100	Trevor Thomas	KARP SAAB	7,191	8,729	121%	8,729	121%	-1,538	6,575	133%	NY	28	37	5,250	6,938	25	12
2059	OSC	WEXFORD	PA	A	Turbo	Turbo	\$ 200	Trevor Thomas	WRIGHT SAAB	7,094	10,272	145%	10,272	145%	-3,178	10,132	101%	PA	8	16	1,500	3,000	9	7
2103	OSC	WILLOW GROV	PA	A	Turbo	Turbo	\$ 200	Trevor Thomas	THE GREAT BRITAINS	7,009	5,494	78%	5,494	78%	1,515	7,596	72%	PA	16	28	3,000	5,250	7	21
810	OSC	DENVILLE	NJ	A	Base	Base	\$ 100	Trevor Thomas	REINERTSEN MOTORS INC.	6,557	0	0%	0	0%	6,557	4,851	0%	NJ	0	0	0	0	0	0
2170	OSC	RICHMOND	VA	A	Base	Turbo	\$ 200	Trevor Thomas	SAAB OF RICHMOND	6,214	7,066	114%	7,066	114%	-851	4,175	169%	VA	16	25	3,000	4,688	16	9
7004	OSC	PITTSFIELD	MA	A	Base	Base	\$ 100	Trevor Thomas	PERFORMANCE AUTOMOTIVE	5,872	8,190	139%	8,190	139%	-2,319	3,854	212%	MA	20	32	3,750	6,000	29	3
1781	OSC	ALLENTOWN	PA	A	Base	Turbo	\$ 200	Trevor Thomas	SCOTT SAAB	5,862	8,368	143%	8,368	143%	-2,506	4,531	185%	PA	16	64	3,000	12,000	48	16

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	Stat e	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
2099	OSC	BANGOR	ME	A	Turbo	Turbo	\$ 200	Trevor Thomas	QUIRK SAAB OF BANGOR	5,814	5,234	90%	5,234	90%	580	4,256	123%	ME	4	10	750	1,875	10	0
2199	OSC	WEST CHESTER	PA	A	Turbo	Turbo	\$ 200	Trevor Thomas	GENERAL SALES SAAB	5,780	15,460	267%	15,460	267%	-9,680	7,864	197%	PA	52	80	9,750	15,000	55	25
1947	OSC	KOWHEGAN	ME	A	Base	Turbo	\$ 200	Trevor Thomas	COLD BROOK SAAB	5,706	9,809	172%	9,809	172%	-4,103	8,792	112%	ME	28	48	5,250	9,000	35	13
2377	OSC	BRANFORD	CT	A	Turbo	Base	\$ 100	Trevor Thomas	EUROPEAN SPECIALISTS	5,478	3,876	71%	3,876	71%	1,602	5,597	69%	CT	4	4	750	750	0	4
2436	OSC	LONG ISLAND C	NY	A	#N/A	#N/A	#N/A	Trevor Thomas	LEXUS OF QUEENS	4,989	15,242	306%	15,242	306%	-10,253	0	0%	NY	4	4	750	750	0	4
1904	OSC	NEWPORT NEW	VA	A	Turbo	Base	\$ 100	Trevor Thomas	SUTTLE MOTOR CORPORATION	4,700	6,711	143%	6,711	143%	-2,011	4,700	143%	VA	12	24	2,250	4,500	13	11
2396	OSC	HOPEWELL	NJ	A	Base	Turbo	\$ 200	Trevor Thomas	UNION LINE GARAGE	4,641	5,645	122%	5,645	122%	-1,004	2,283	247%	NJ	16	38	3,000	7,125	33	5
2379	OSC	MECHANICSBU	PA	A	Base	Turbo	\$ 200	Trevor Thomas	FAULKNER CADILLAC	4,633	6,380	138%	6,380	138%	-1,748	3,953	161%	PA	16	28	3,000	5,250	19	9
2432	OSC	CHARLESTOWN	NH	A	Turbo	Turbo	\$ 200	Trevor Thomas	DEAN HILL SAAB	4,604	13,789	300%	13,789	300%	-9,185	0	0%	NH	32	52	6,000	9,750	44	8
3169	OSC	CHARLESTOWN	NH	A	--	--	--	Trevor Thomas	DEAN HILL SAAB	0	1,727	0%	1,727	0	-1,727	0	0%	--	--	--	--	--	--	--
53	OSC	BEACON	NY	A	Base	Base	\$ 100	Trevor Thomas	BROWNELL MOTORS	4,582	5,444	119%	5,444	119%	-862	2,758	197%	NY	12	20	2,250	3,750	10	10
2269	OSC	ARDMORE	PA	A	Base	Turbo	\$ 200	Trevor Thomas	ARMEN SAAB OF ARDMORE	4,525	10,095	223%	10,095	223%	-5,570	9,147	110%	PA	40	48	7,500	9,000	37	11
2071	OSC	CLARKS SUMM	PA	A	Base	Turbo	\$ 200	Trevor Thomas	JOSEPH CHERMAK, INC.	4,511	6,458	143%	6,458	143%	-1,947	8,365	77%	PA	16	56	3,000	10,500	53	3
2174	OSC	CHERRY HILL	NJ	A	Base	Base	\$ 100	Trevor Thomas	CHERRY HILL CLASSIC CARS	4,502	5,040	112%	5,040	112%	-538	3,076	164%	NJ	16	20	3,000	3,750	13	7
2101	OSC	BOSTON	MA	A	Base	Turbo	\$ 200	Trevor Thomas	HERB CHAMBERS SAAB	4,383	5,656	129%	5,656	129%	-1,273	3,436	165%	MA	16	56	3,000	10,500	40	16
2306	OSC	WILLIAMSVILLE	NY	A	Base	Base	\$ 100	Trevor Thomas	CAPPELLINO BUICK PONTIAC G	4,262	9,212	216%	9,212	216%	-4,950	8,995	102%	NY	24	44	4,500	8,250	20	24
1688	OSC	KATONAH	NY	A	Base	Turbo	\$ 200	Trevor Thomas	ARROWAY CHEVROLET INC.	4,169	5,013	120%	5,013	120%	-844	3,990	126%	NY	12	28	2,250	5,250	18	10
2027	OSC	YONKERS	NY	A	Base	Base	\$ 100	Trevor Thomas	BECK CHEVROLET SAAB	4,075	5,532	136%	5,532	136%	-1,457	6,459	86%	NY	8	12	1,500	2,250	7	5
1914	OSC	NORTH CLAREN	VT	A	Turbo	Base	\$ 100	Trevor Thomas	RUTLAND SAAB	3,937	1,578	40%	1,578	40%	2,359	2,141	74%	VT	4	8	750	1,500	5	3
443	OSC	SOUTH DEERFI	MA	A	Base	Base	\$ 100	Trevor Thomas	PIONEER VALLEY SALES & SERV	3,934	6,967	177%	6,967	177%	-3,034	4,806	145%	MA	20	32	3,750	6,000	25	7
2383	OSC	BALDWINSVILL	NY	A	Base	Base	\$ 100	Trevor Thomas	UPSTATE IMPORTS	3,910	10,414	266%	10,414	266%	-6,504	3,999	260%	NY	24	44	4,500	8,250	34	10
2009	OSC	GLEN HEAD	NY	A	Base	Base	\$ 100	Trevor Thomas	NORTH SHORE SAAB	3,854	8,292	215%	8,292	215%	-4,438	3,562	233%	NY	16	24	3,000	4,500	14	10
2419	OSC	FAIRFIELD	CT	A	Base	Base	\$ 100	Trevor Thomas	KINGSWAY MOTORS, INC	3,672	4,420	120%	4,420	120%	-748	2,897	153%	CT	4	8	750	1,500	5	3
260	OSC	BUFFALO	NY	A	Base	Base	\$ 100	Trevor Thomas	CHECKPOINT FOREIGN CAR SAL	3,651	6,587	180%	6,587	180%	-2,936	2,819	234%	NY	28	40	5,250	7,500	32	8
2166	OSC	NORFOLK	VA	A	Base	Base	\$ 100	Trevor Thomas	BAY SAAB OF NORFOLK	3,412	8,547	251%	8,547	251%	-5,136	1,614	529%	VA	32	48	6,000	9,000	37	11
2413	OSC	GREENWICH	CT	A	Base	Base	\$ 100	Trevor Thomas	CADILLAC OF GREENWICH	3,404	11,788	346%	11,788	346%	-8,385	4,078	289%	CT	40	72	7,500	13,500	51	21
2318	OSC	CRANBURY	NJ	A	Base	Turbo	\$ 200	Trevor Thomas	PERRINE SAAB	2,953	6,587	223%	6,587	223%	-3,634	4,735	139%	NJ	16	36	3,000	6,750	25	11
2401	OSC	WALLINGFORD	CT	A	Base	Base	\$ 100	Trevor Thomas	VERTUCCI AUTOMOTIVE, INC.	2,547	1,698	67%	1,698	67%	849	1,595	106%	CT	0	4	0	750	4	0
2312	OSC	NEW YORK	NY	A	Base	Base	\$ 100	Trevor Thomas	POTAMKIN CAD-BUICK-CHEV-S	2,213	1,606	73%	1,606	73%	608	2,983	54%	NY	0	4	0	750	1	3
2295	OSC	FLORIDA	NY	A	Base	Base	\$ 100	Trevor Thomas	COUNTRY SAAB OF ORANGE CO	2,140	3,956	185%	3,956	185%	-1,816	3,239	122%	NY	8	20	1,500	3,750	15	5
4007	Collision	CHICAGO	IL	A	#N/A	#N/A	#N/A	Trevor Thomas	PARTS TRADER	2,027	5,826	287%	5,826	287%	-3,799	3,002	194%	IL	0	0	0	0	0	0
2437	OSC	LONG ISLAND	NY	A	#N/A	#N/A	#N/A	Trevor Thomas	OSSIES	1,989	0	0%	0	0%	1,989			NY	0	0	0	0	0	0
2393	OSC	SOUTH CHINA	ME	A	Base	Base	\$ 100	Trevor Thomas	NEW ENGLAND IMPORTS	1,957	1,572	80%	1,572	80%	385	1,473	107%	ME	0	0	0	0	0	0
2431	OSC	WILKES BARRE	PA	A	Base	Base	\$ 100	Trevor Thomas	EUROTECH	1,860	6,595	355%	6,595	355%	-4,735	0	0%	PA	16	32	3,000	6,000	26	6
2388	OSC	LISBON	ME	A	Base	Base	\$ 100	Trevor Thomas	LEWIS AUTO SALES	1,854	3,804	205%	3,804	205%	-1,950	767	496%	ME	8	8	1,500	1,500	4	4
2334	OSC	OAKHURST	NJ	A	Base	Base	\$ 100	Trevor Thomas	GOLD COAST CADILLAC	1,827	5,451	298%	5,451	298%	-3,624	3,171	172%	NJ	20	32	3,750	6,000	21	11
4001	Collision	RICHARDSON	TX	A	#N/A	#N/A	#N/A	Trevor Thomas	SERVICE KING	1,761	603	34%	603	34%	1,158	5,232	12%	TX	0	0	0	0	0	0
114	OSC	DALLAS	PA	A	Base	Base	\$ 100	Trevor Thomas	KUNKLE MOTORS	1,694	182	11%	182	11%	1,512	770	24%	PA	0	4	0	750	3	1
2430	OSC	BEACHWOOD	OH	A	Base	Base	\$ 100	Trevor Thomas	Beachwood Saab	1,689	4,314	255%	4,314	255%	-2,625	0	0%	OH	16	16	3,000	3,000	5	11
2366	OSC	THOMASTON	ME	A	Base	Base	\$ 100	Trevor Thomas	SHEPARD CHRYSLER DODGE JE	1,399	1,655	118%	1,655	118%	-256	1,129	147%	ME	4	12	750	2,250	8	4
1585	OSC	WEST SPRINGF	MA	A	Base	Base	\$ 100	Trevor Thomas	FATHERS & SONS SAAB	1,208	0	0%	0	0%	1,208	562	0%	MA	0	0	0	0	0	0
2354	OSC	WOODSIDE	NY	A	Base	Base	\$ 100	Trevor Thomas	MAYORS AUTO MALL SAAB	1,139	1,533	135%	1,533	135%	-394	2,094	73%	NY	4	12	750	2,250	5	7
4009	Collision	BETHLEHEM	PA	A	#N/A	#N/A	#N/A	Trevor Thomas	OPSTRAX	1,057	332	31%	332	31%	725	185	179%	PA	0	0	0	0	0	0
2230	OSC	MONROEVILLE	PA	A	Base	Base	\$ 100	Trevor Thomas	#1 COCHRAN SAAB	1,041	1,790	172%	1,790	172%	-749	869	206%	PA	4	9	750	1,688	1	8
2355	OSC	RAMSEY	NJ	A	Base	Base	\$ 100	Trevor Thomas	RAMSEY SAAB	1,000	150	15%	150	15%	850	671	22%	NJ	0	0	0	0	0	0
1321	OSC	PALMYRA	NJ	A	Base	Base	\$ 100	Trevor Thomas	F C KERBECK & SONS	652	1,784	273%	1,784	273%	-1,132	1,531	117%	NJ	8	12	1,500	2,250	6	6
2433	OSC	HAMBURG	NJ	A	Turbo	Turbo	\$ 200	Trevor Thomas	DEBOERS AUTO	567	2,088	369%	2,088	369%	-1,521	0	0%	NJ	8	20	1,500	3,750	15	5
4010	Collision	BETHLEHEM	PA	A	#N/A	#N/A	#N/A	Trevor Thomas	CCC TRUE	612	0	0%	0	0%	612	2,198	0%	PA	0	0	0	0	0	0
4024	Collision	CHADDS FORD	PA	A	#N/A	#N/A	#N/A	Trevor Thomas	CHADDS FORD COLLISION	169	0	0%	0	0%	169	0	0%	PA	0	0	0	0	0	0
4011	Collision	ELMHURST	IL	A	#N/A	#N/A	#N/A	Trevor Thomas	GERBER COLLISION & GLASS	82	372	456%	372	456%	-291	232	161%	IL	0	0	0	0	0	0
4018	Collision	SILVER SPRING	MD	A	#N/A	#N/A	#N/A	Trevor Thomas	HANAGANS AUTO BODY	64	0	0%	0	0%	64	0	0%	MD	0	0	0	0	0	0

Code	Type	City	ST	Stat.	AQ1	AQ2	Rwd.	Assigned To	DBA	Monthly Goal	Purchased MTD	MTD % of Goal	Run Rate Fcst. \$	Run Rate Fcst. %	Purchases To Go	Same Mo. Total 2016	2017 RR % of 2016	State	Bags MTD	Bags YTD	Bag\$ MTD	Bag\$ YTD	Claim Filed	Claim to Go
4133	Collision	NEW HOLLAND	PA	A	#N/A	#N/A	#N/A	Trevor Thomas	O'NEILL'S AUTO BODY	0	0	0%	0	0%	0	0	0%	PA	0	0	0	0	0	0
4012	Collision	BROOKLYN PARK	MN	A	#N/A	#N/A	#N/A	Trevor Thomas	ABRA AUTO BODY AND GLASS	0	0	0%	0	0	0	0	0%	MN	0	0	0	0	0	0
4121	Collision	FREDONIA	NY	A	#N/A	#N/A	#N/A	Trevor Thomas	COMERFORD'S COLLISION	0	0	0%	0	0	0	0	0%	NY	0	0	0	0	0	0
999	Internal -	BETHLEHEM	PA	NA	#N/A	#N/A	#N/A	X - Not Assigned	INTERNAL ONA	0	2,245	0%	2,245	0	-2,245	1,572	143%	PA	0	0	0	0	0	0
900	Internal -	BETHLEHEM	PA	NA	#N/A	#N/A	#N/A	X -Not Assigned	SAAB CARS USA, INC.	0	1,448	0%	1,448	0	-1,448	508	285%	PA	4	6	750	1,125	0	6