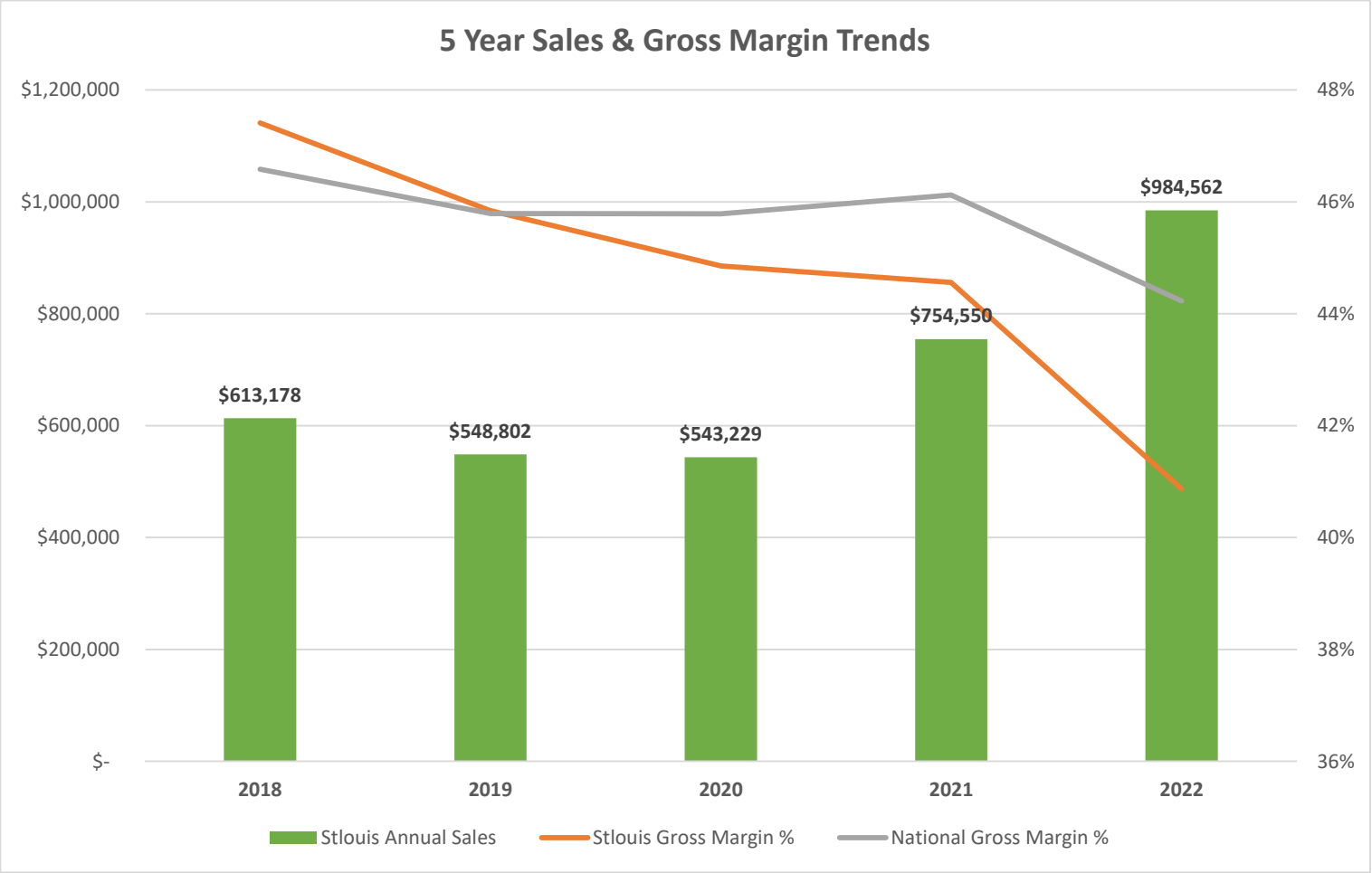




Territory Info

Stlouis

Sales & Gross Margins



Market Penetration Review

1-800 Radiator & AC Network Metro Sales Per Customer Market Penetration Quartiles

	1st Quartile	2nd Quartile	3rd Quartile	4th Quartile	
Values	Average	Average	Average	Average	2022 YE Average
# of Outlets	51	51	51	50	203
Metro Sales Per Customer	\$3,093	\$2,099	\$1,466	\$810	\$1,872
# of Metro Customers	1,096	981	1,122	1,149	1087
Metro Sales	\$3,169,985	\$2,061,562	\$1,626,108	\$918,948	\$1,949,201
Total Sales	\$3,380,834	\$2,175,261	\$1,706,757	\$1,003,568	\$2,071,842
Gross Margin	43.1%	44.2%	45.4%	46.2%	44.2%
Visits Per Metro Customer	5.6	4.7	4.2	2.5	4.3
Radiator OOS %	9.4%	9.0%	9.4%	18.7%	11.6%
Condenser OOS %	8.6%	7.2%	7.9%	18.8%	10.6%
Compressor OOS %	11.2%	9.6%	9.0%	21.6%	12.8%

* Metro Sales Per Customer is the total number of active and non active customers within the territory that are in same day delivery zones

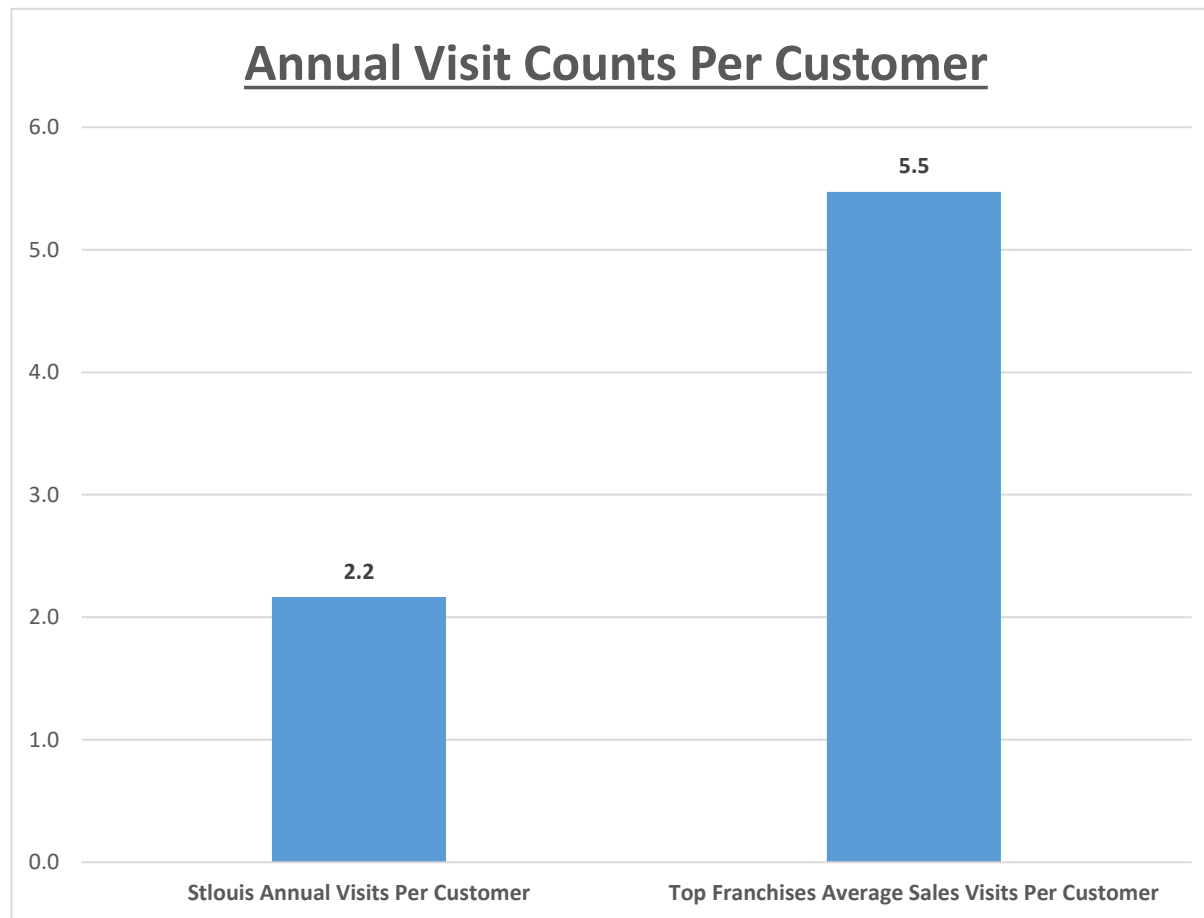
** Metro Sales refer to the annual sales to customers in same day delivery zones

***Total Sales refer to the annual sales to all customers including customers receiving next day delivery

Stlouis Market Penetration Stats

Metro Customers	787
Metro Sales Per Customer	\$1,124
Metro Sales	\$884,834
Metro Sales Per Customer Quartile	Fourth Quartile

Marketing Activity - Sales Visits



Marketing Activity - Sales Visits - Continued

Sales Visit Quality Score

	First Quartile	Second Quartile	Third Quartile	Fourth Quartile
Score Range	49-88	88-105	105-138	139-193

Stlouis Visit Quality Score

100

Quartile Grouping

Second Quartile

Inventory Out of Stock Review

