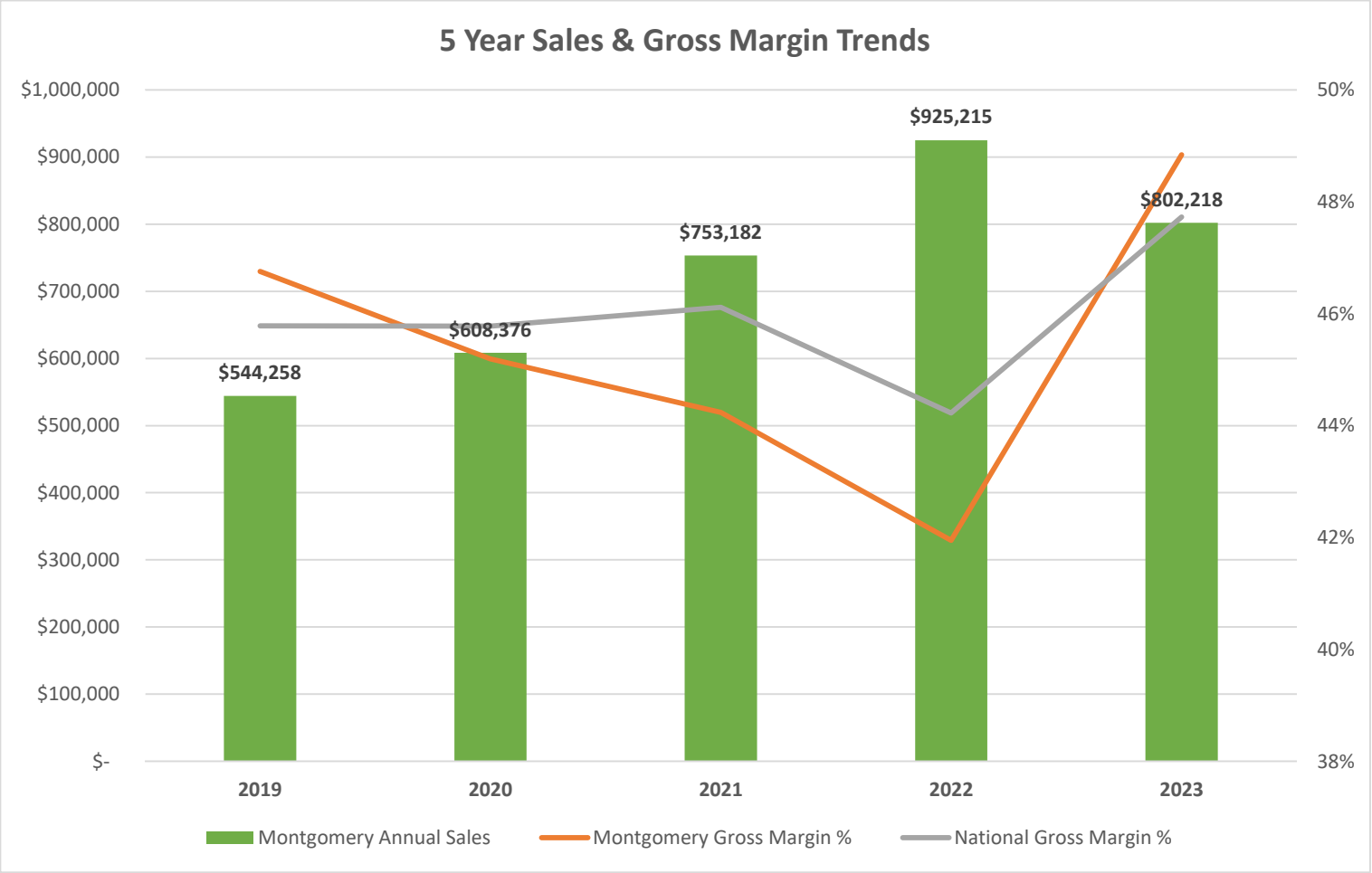




Territory Info

Montgomery

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	2023 YE Average
# of Outlets	51	51	51	50	203
Metro Sales Per Customer	\$2,960	\$1,971	\$1,342	\$725	\$1,755
# of Metro Customers	1,027	1,039	1,117	1,103	1071
Metro Sales	\$2,839,129	\$2,032,209	\$1,471,029	\$814,605	\$1,794,044
Total Sales	\$2,972,267	\$2,152,373	\$1,564,094	\$876,694	\$1,896,355
Gross Margin	48.1%	48.1%	46.5%	47.9%	47.7%
Visits Per Metro Customer	6.0	5.6	4.6	3.0	4.8
Radiator OOS %	7.1%	4.6%	5.8%	11.3%	7.2%
Condenser OOS %	7.8%	5.7%	6.5%	12.6%	8.1%
Compressor OOS %	10.3%	8.9%	10.5%	20.2%	12.4%

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

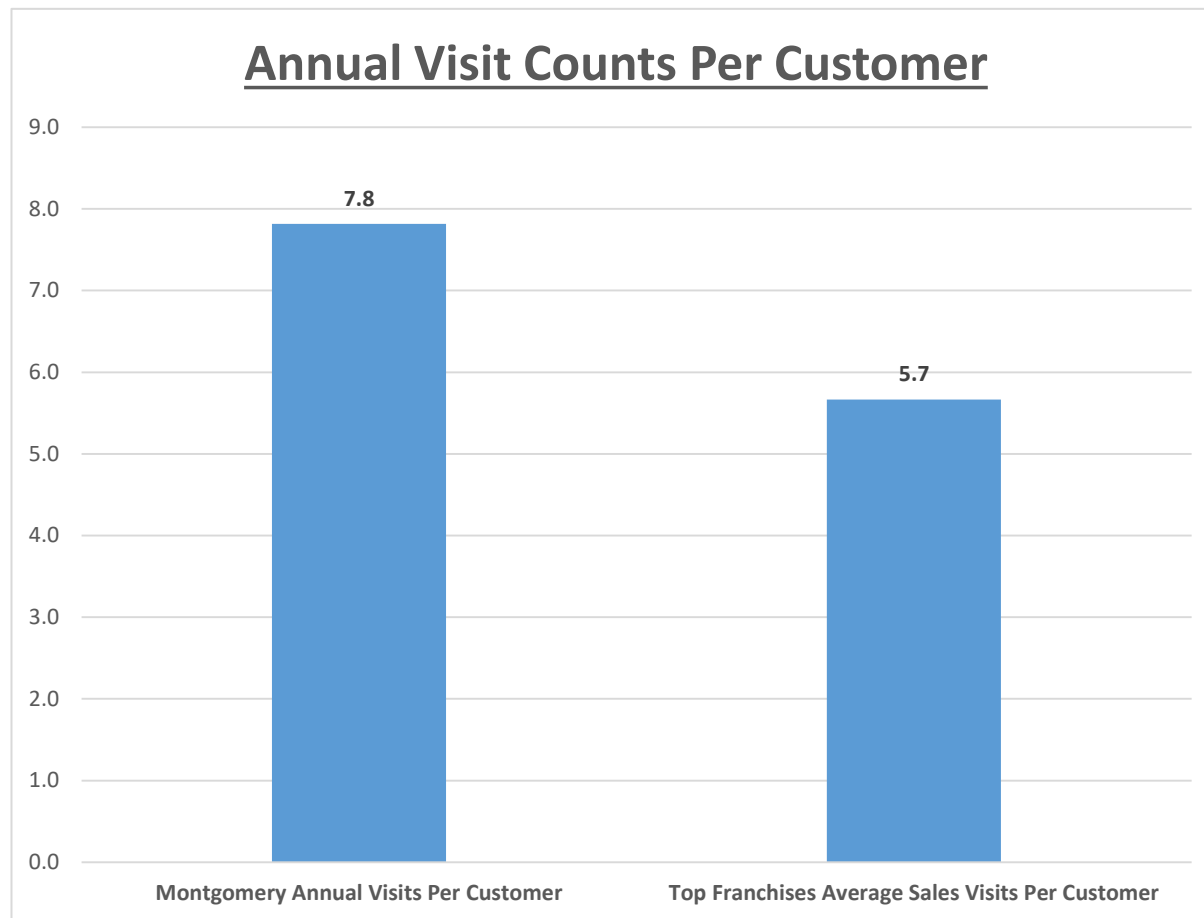
** Metro Sales refer to the annual sales to customers in same day delivery zones

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

Montgomery Market Penetration Stats

Metro Customers	319
Metro Sales Per Customer	\$1,692
Metro Sales	\$539,699
Metro Sales Per Customer Quartile	Second Quartile

Marketing Activity - Sales Visits



Marketing Activity - Sales Visits - Continued

Sales Visit Quality Score

	First Quartile	Second Quartile	Third Quartile	Fourth Quartile
Score Range	34-94	95-122	123-148	150-226

Montgomery Visit Quality Score
Quartile Grouping

173
Fourth Quartile

Inventory Out of Stock Review

