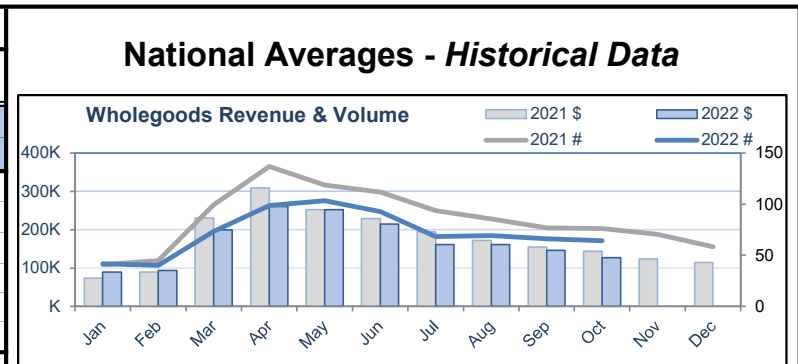
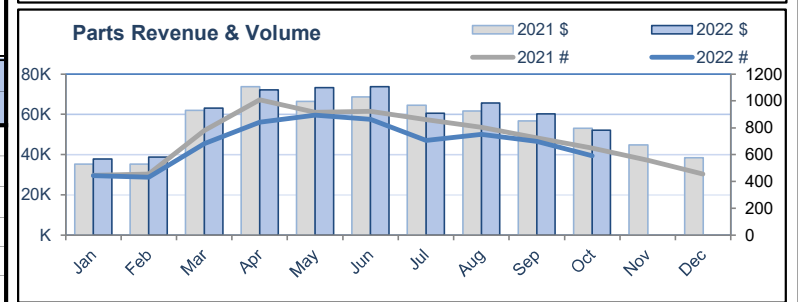


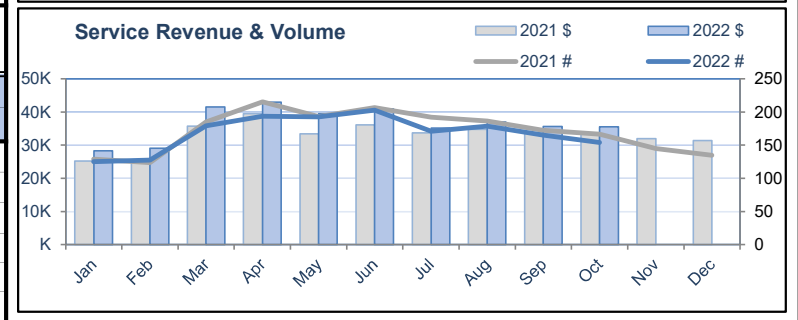
Key Performance Indicator	National	Midwest	Northeast	South	West
Wholegoods					
Averages					
Total Number of Invoices	64.4	56.2	73.1	63.8	74.7
Total Sales Revenue	\$127,312	\$128,995	\$174,216	\$106,170	\$128,142
Total Sales Cost	\$102,636	\$104,108	\$140,762	\$85,959	\$101,318
Total Gross Profit*	\$24,676	\$24,887	\$33,454	\$20,212	\$26,824
Gross Profit %	19.4%	19.3%	19.2%	19.0%	20.9%
Avg Revenue per Invoice	\$1,977	\$2,296	\$2,383	\$1,665	\$1,716
Avg Cost of Goods per Invoice	\$1,593	\$1,853	\$1,926	\$1,348	\$1,357
Avg Gross Profit per Invoice	\$383	\$443	\$458	\$317	\$359
Total Dealerships Included:	1247	377	210	508	152



Key Performance Indicator	National	Midwest	Northeast	South	West
Parts					
Total Number of Invoices	589.7	450.4	589.9	676.8	633.7
Total Parts Revenue	\$52,183	\$39,068	\$56,265	\$58,537	\$57,188
Total Parts Cost of Goods	\$33,470	\$25,386	\$36,650	\$37,045	\$36,832
Total Gross Profit*	\$18,714	\$13,683	\$19,615	\$21,491	\$20,357
Gross Profit %	35.9%	35.0%	34.9%	36.7%	35.6%
Avg Revenue per Invoice	\$88	\$87	\$95	\$86	\$90
Avg Cost of Goods per Invoice	\$57	\$56	\$62	\$55	\$58
Avg Gross Profit per Invoice	\$32	\$30	\$33	\$32	\$32
Total Dealerships Included:	1084	324	179	453	128



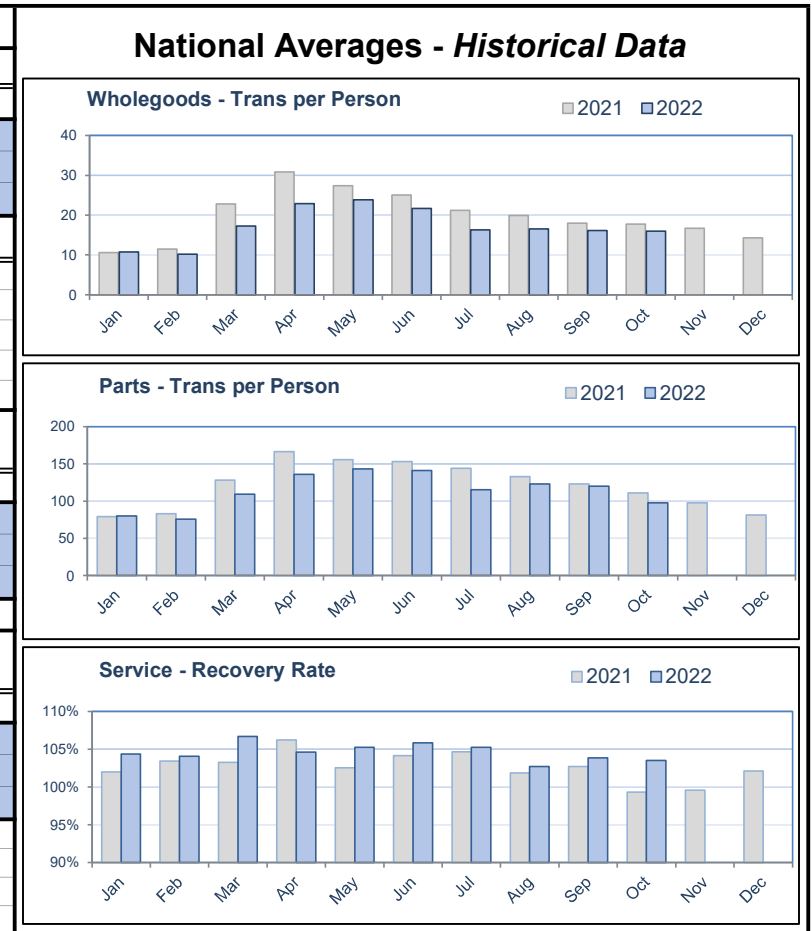
Key Performance Indicator	National	Midwest	Northeast	South	West
Service					
Total Number of Work Orders	153.8	125.2	164.0	166.2	165.7
Total Service Revenue	\$35,531	\$35,205	\$44,225	\$31,302	\$40,039
Total Service Cost of Goods	\$14,012	\$14,367	\$18,176	\$11,869	\$15,321
Total Gross Profit*	\$21,519	\$20,838	\$26,049	\$19,433	\$24,718
Gross Profit %	60.6%	59.2%	58.9%	62.1%	61.7%
Avg Revenue per Invoice	\$231	\$281	\$270	\$188	\$242
Avg Cost of Goods per Invoice	\$91	\$115	\$111	\$71	\$92
Avg Gross Profit per Invoice	\$140	\$166	\$159	\$117	\$149
Total Dealerships Included:	1027	300	165	443	119



National Averages	Historical Trend													12-Month Average
	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	
Wholegoods														
Number of Invoices	76.3	70.6	58.5	41.7	40.1	73.4	98.6	103.5	92.7	68.4	69.4	66.2	64.4	70.6
Total Revenue	\$143,744	\$123,837	\$114,949	\$88,910	\$93,992	\$200,175	\$260,970	\$252,231	\$214,960	\$160,953	\$161,788	\$146,611	\$127,312	\$162,224
Parts														
Number of Invoices	647.8	558.0	456.6	443.2	432.2	683.2	842.8	892.7	862.7	704.3	752.9	700.1	589.7	659.9
Total Revenue	\$52,991	\$44,897	\$38,465	\$37,848	\$38,796	\$63,122	\$72,117	\$73,279	\$73,726	\$60,529	\$65,712	\$60,282	\$52,183	\$56,746
Service														
Number of Work Orders	166.7	144.9	135.0	125.4	127.4	179.3	193.5	193.0	203.0	171.0	178.6	165.3	153.8	164.2
Total Revenue	\$33,579	\$32,037	\$31,392	\$28,343	\$29,102	\$41,579	\$43,012	\$39,461	\$41,025	\$35,136	\$37,056	\$35,636	\$35,531	\$35,776

*Gross Profit excludes expenses (such as payroll, advertising, etc) and accounting details (such as hold-backs, incentives, rebates, write-downs, etc)

Key Performance Indicator	National	Midwest	Northeast	South	West
Wholegoods Analysis					
Averages					
Number of Sales Reps	4.1	3.9	3.8	4.2	4.7
Monthly Transactions per Sales Rep	16.0	13.9	22.3	15.3	14.8
Monthly Revenue per Sales Rep	\$29,906	\$29,178	\$45,991	\$24,926	\$25,670
Monthly Gross Profit per Sales Rep	\$5,819	\$5,718	\$8,898	\$4,765	\$5,259
Gross Profit % - Top Product Lines (by volume)					
Blower	21%	22%	20%	22%	23%
Chainsaw	22%	22%	23%	22%	22%
Trimmer	22%	23%	22%	22%	23%
Lawnmower	17%	18%	17%	17%	18%
Implement	24%	25%	24%	21%	25%
Total Dealerships Included:					
	1247	377	210	508	152
Parts Analysis					
Number of Counter Personnel	6.9	6.6	6.4	7.2	7.9
Monthly Transactions per Person	97.8	82.4	129.7	98.9	88.1
Monthly Revenue per Person	\$8,278	\$6,750	\$11,962	\$8,116	\$7,563
Monthly Gross Profit per Person	\$3,011	\$2,412	\$4,234	\$3,006	\$2,834
Fill Rate	98%	99%	98%	98%	98%
Total Dealerships Included:					
	1084	324	179	453	128
Service Analysis					
Number of Technicians	4.5	4.2	4.4	4.7	5.0
Monthly Billed Hours per Tech.	38.6	39.9	42.0	35.6	40.6
Department Recovery Rate	104%	106%	106%	101%	98%
Tech Efficiency	107%	107%	109%	104%	106%
Total Hours Worked	136.7	147.2	150.7	117.5	130.8
Total Billed Hours	170.6	169.8	167.3	165.2	194.2
Average Completion Time (hours)	12.7	12.2	14.1	12.3	13.4
Parts to Labor Ratio	111%	98%	103%	130%	90%
Total Dealerships Included:					
	1027	300	165	443	119



National Averages	Historical Trend													12-Month Average
	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	
Wholegoods														
Transactions / rep	17.8	16.7	14.3	10.7	10.2	17.2	22.9	23.9	21.7	16.3	16.5	16.1	16.0	16.9
Revenue / rep	\$32,619	\$27,977	\$26,498	\$22,341	\$23,885	\$46,093	\$57,961	\$54,969	\$48,001	\$36,296	\$36,322	\$34,040	\$29,906	\$37,024
Gross Profit / rep	\$6,201	\$5,493	\$5,214	\$4,152	\$4,315	\$8,407	\$10,931	\$10,659	\$9,206	\$6,935	\$6,971	\$6,428	\$5,819	\$7,044
Parts														
Transactions / person	111.0	97.9	81.4	80.1	75.9	109.6	136.0	143.2	141.5	115.3	122.8	120.1	97.8	110.1
Revenue / person	\$8,858	\$7,646	\$6,728	\$6,510	\$6,600	\$9,758	\$11,350	\$11,295	\$11,545	\$9,639	\$10,256	\$10,042	\$8,278	\$9,137
Gross Profit / person	\$3,243	\$2,811	\$2,406	\$2,399	\$2,441	\$3,663	\$4,367	\$4,358	\$4,436	\$3,667	\$3,895	\$3,755	\$3,011	\$3,434
Fill Rate	98%	99%	99%	99%	99%	101%	99%	98%	98%	98%	98%	98%	98%	99%
Service														
Recovery Rate	99%	100%	102%	104%	104%	107%	105%	105%	106%	105%	103%	104%	104%	104%
Avg Completion Time	12.5	13.2	14.4	14.5	14.4	13.5	12.1	10.8	10.8	11.7	11.4	11.4	12.7	12.6
Tech Efficiency	102%	101%	103%	108%	106%	108%	107%	108%	107%	107%	104%	105%	107%	106%

Number of sales reps, counter personnel and technicians based on number of unique user ID's entered during the reporting period