

## First Time Fill Rate

| DEALERSHIP NAME | First time fill rate |                       |                       |                          |                  |
|-----------------|----------------------|-----------------------|-----------------------|--------------------------|------------------|
| DATE            | # OF RO'S            | 1st Time (Right Away) | the same day Same Day | RO's Not Filled Same Day | Time Fill Rate % |
| 9/27/2018       | 20                   | 16                    | 1                     | 3                        | 80.00%           |
| 10/2/2018       | 15                   | 12                    | 2                     | 1                        | 80.00%           |
| 10/4/2018       | 30                   | 22                    | 5                     | 3                        | 73.33%           |
| 10/6/2018       | 10                   | 10                    | 0                     | 0                        | ###              |
| ###             | 20                   | 19                    | 0                     | 1                        | 95.00%           |
| ###             | 17                   | 14                    | 0                     | 1                        | 82.35%           |
|                 |                      |                       |                       |                          | #DIV/0!          |
| <b>Totals</b>   |                      |                       |                       |                          | <b>82.35%</b>    |