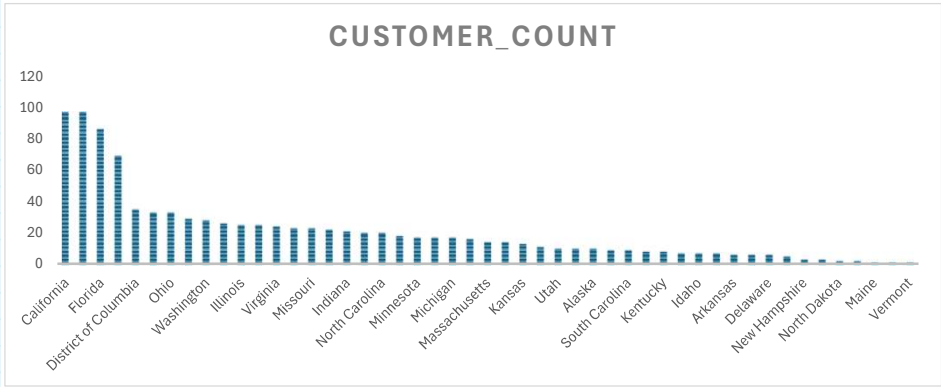


NEW WHEELS DATA

Qn 1: Distribution of Customers across States

STATE	CUSTOMER_COUNT
California	97
Texas	97
Florida	86
New York	69
District of Columbia	35
Colorado	33
Ohio	33
Alabama	29
Washington	28
Arizona	26
Illinois	25
Pennsylvania	25
Virginia	24
Tennessee	23
Missouri	23
Connecticut	22
Indiana	21
Louisiana	20
North Carolina	20
Georgia	18
Minnesota	17
Nevada	17
Michigan	17
Oklahoma	16
Massachusetts	14
Maryland	14
Kansas	13
Iowa	11
Utah	10
West Virginia	10
Alaska	10
New Jersey	9
South Carolina	9
Wisconsin	8
Kentucky	8
Nebraska	7
Idaho	7
Oregon	7
Arkansas	6
Hawaii	6
Delaware	6
New Mexico	5
New Hampshire	3
Montana	3
North Dakota	2
Mississippi	2
Maine	1
Wyoming	1
Vermont	1



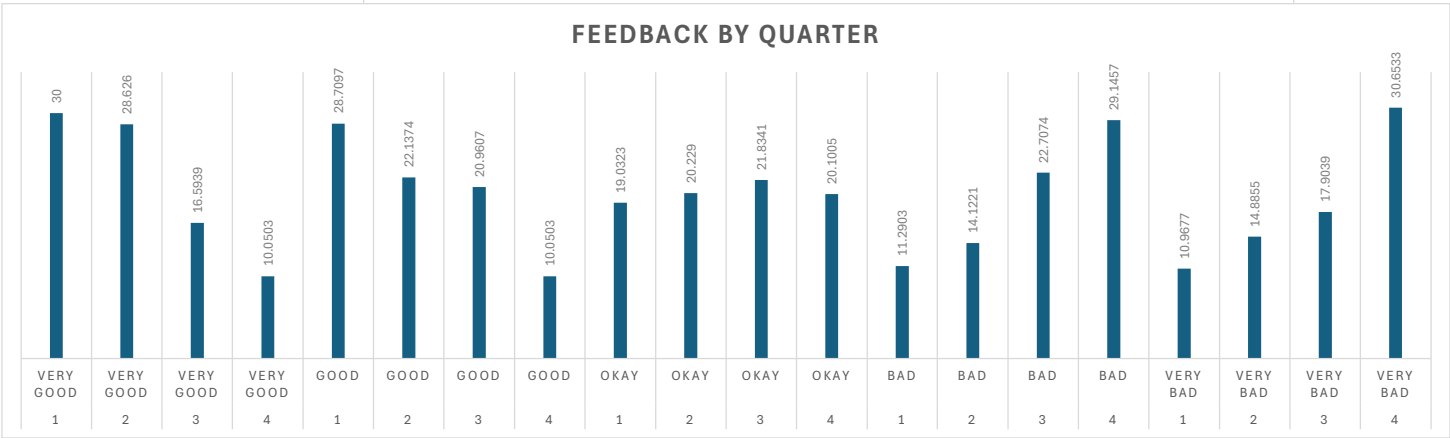
Q2: What is the average rating in each quarter?

QTR	AVG_RATING
1	3.5548
2	3.355
3	2.9563
4	2.397



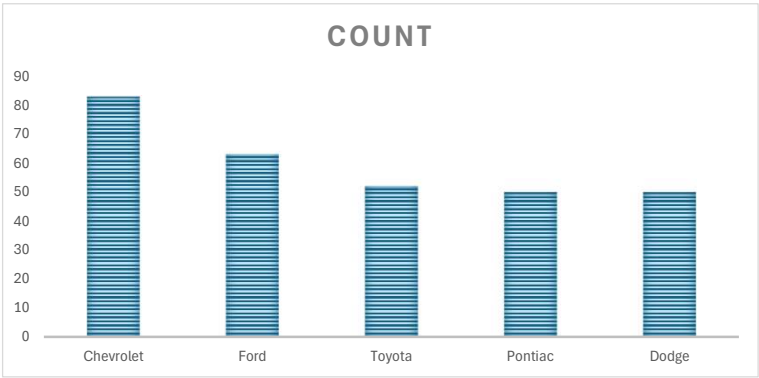
Qn 3: Trend of Customer Satisfaction

QTR	FEEDBACK	PERCENTAGE
	1 Very Good	30
	2 Very Good	28.626
	3 Very Good	16.5939
	4 Very Good	10.0503
	1 Good	28.7097
	2 Good	22.1374
	3 Good	20.9607
	4 Good	10.0503
	1 Okay	19.0323
	2 Okay	20.229
	3 Okay	21.8341
	4 Okay	20.1005
	1 Bad	11.2903
	2 Bad	14.1221
	3 Bad	22.7074
	4 Bad	29.1457
	1 Very Bad	10.9677
	2 Very Bad	14.8855
	3 Very Bad	17.9039
	4 Very Bad	30.6533



Qn 4 Top 5 Vehicle makers preferred by customers

VEHICLE_MAKER	COUNT
Chevrolet	83
Ford	63
Toyota	52
Pontiac	50
Dodge	50



Qn 5: Most preferred vehicle make in each state

STATE	VEHICLE_MAKER	COUNT_VEHICLES_BY_STA
Alabama	Dodge	5
Alaska	Chevrolet	2
Arizona	Pontiac	3
Arizona	Cadillac	3
Arkansas	Pontiac	1
Arkansas	Volkswagen	1
Arkansas	GMC	1
Arkansas	Chevrolet	1
Arkansas	Mitsubishi	1
Arkansas	Suzuki	1
California	Audi	6
California	Chevrolet	6
California	Nissan	6
California	Dodge	6
California	Ford	6
Colorado	Chevrolet	5
Connecticut	Maserati	2
Connecticut	Volvo	2
Connecticut	Chevrolet	2
Connecticut	Mercury	2
Delaware	Mitsubishi	2
District of Columbia	Chevrolet	4
Florida	Toyota	7
Georgia	Toyota	3
Hawaii	Nissan	1
Hawaii	GMC	1
Hawaii	Toyota	1
Hawaii	Cadillac	1
Hawaii	Ford	1
Hawaii	Pontiac	1
Idaho	Dodge	2
Illinois	GMC	3
Illinois	Ford	3
Illinois	Chevrolet	3
Indiana	Mazda	4
Iowa	Mazda	1
Iowa	Jeep	1
Iowa	Isuzu	1
Iowa	Chevrolet	1
Iowa	Dodge	1
Iowa	Chrysler	1
Iowa	Ford	1
Iowa	Subaru	1
Iowa	Porsche	1
Iowa	Pontiac	1
Iowa	Hyundai	1
Kansas	Lexus	1
Kansas	Nissan	1
Kansas	Volkswagen	1
Kansas	Dodge	1
Kansas	Suzuki	1
Kansas	Mercedes-Benz	1
Kansas	Maserati	1
Kansas	Honda	1
Kansas	Ford	1
Kansas	Saab	1
Kansas	Mazda	1
Kansas	Buick	1
Kansas	GMC	1
Kentucky	Pontiac	1
Kentucky	Ram	1
Kentucky	Volvo	1
Kentucky	Acura	1
Kentucky	Mercedes-Benz	1
Kentucky	Mercury	1
Kentucky	Nissan	1

Vehicles by State
Alabama
Dodge
Alaska
Chevrolet
Arizona
Cadillac
Pontiac
Arkansas
Chevrolet
GMC
Mitsubishi
Pontiac
Suzuki
Volkswagen
California
Audi
Chevrolet
Dodge
Ford
Nissan
Colorado
Chevrolet
Connecticut
Chevrolet
Maserati
Mercury
Volvo
Delaware
Mitsubishi
District of Columbia
Chevrolet
Florida
Toyota
Georgia
Toyota
Hawaii
Cadillac
Ford
GMC
Nissan
Pontiac
Toyota
Idaho
Dodge
Illinois
Chevrolet
Ford
GMC
Indiana
Mazda
Iowa
Chevrolet
Chrysler
Dodge
Ford
Hyundai
Isuzu
Jeep
Mazda
Pontiac
Porsche
Subaru
Kansas
Buick
Dodge
Ford

Kentucky	Audi	1
Louisiana	Kia	2
Louisiana	Nissan	2
Louisiana	BMW	2
Louisiana	Ford	2
Louisiana	Pontiac	2
Maine	Mercedes-Benz	1
Maryland	Ford	5
Massachusetts	Dodge	2
Massachusetts	Chevrolet	2
Michigan	Ford	3
Minnesota	GMC	3
Mississippi	Toyota	1
Mississippi	Dodge	1
Missouri	Chevrolet	4
Montana	Mitsubishi	1
Montana	Dodge	1
Montana	Chevrolet	1
Nebraska	Cadillac	1
Nebraska	Nissan	1
Nebraska	Toyota	1
Nebraska	Chevrolet	1
Nebraska	Mercedes-Benz	1
Nebraska	Volkswagen	1
Nebraska	Pontiac	1
Nevada	Pontiac	3
New Hampshire	Chrysler	1
New Hampshire	Lexus	1
New Hampshire	Lincoln	1
New Jersey	Hyundai	2
New Jersey	Mercedes-Benz	2
New Mexico	Dodge	2
New York	Toyota	5
New York	Pontiac	5
North Carolina	Volvo	3
North Dakota	Hyundai	1
North Dakota	Ford	1
Ohio	Chevrolet	6
Oklahoma	Mazda	2
Oklahoma	Ferrari	2
Oklahoma	Toyota	2
Oregon	Toyota	2
Pennsylvania	Toyota	3
South Carolina	Kia	1
South Carolina	Jaguar	1
South Carolina	Dodge	1
South Carolina	Buick	1
South Carolina	Isuzu	1
South Carolina	BMW	1
South Carolina	Mazda	1
South Carolina	Mitsubishi	1
South Carolina	Acura	1
Tennessee	Mazda	3
Texas	Chevrolet	9
Utah	Buick	1
Utah	Pontiac	1
Utah	Oldsmobile	1
Utah	Volkswagen	1
Utah	Isuzu	1
Utah	Maybach	1
Utah	Dodge	1
Utah	Subaru	1
Utah	Chevrolet	1
Utah	Lincoln	1
Vermont	Mazda	1
Virginia	Ford	5
Washington	Chevrolet	5
West Virginia	Mercedes-Benz	2

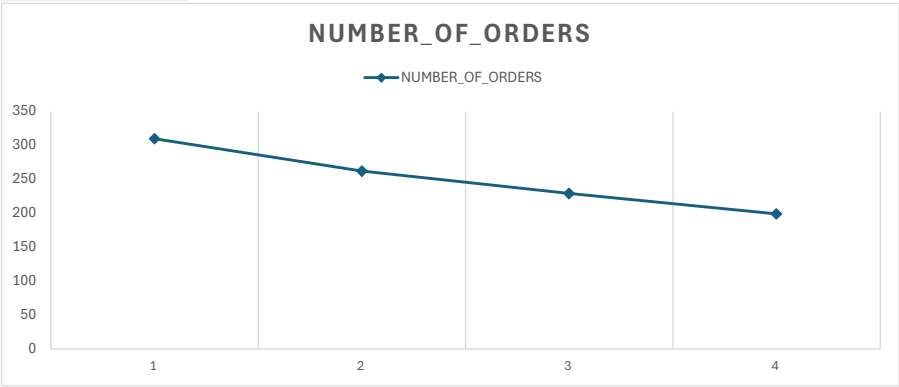
GMC
Honda
Lexus
Maserati
Mazda
Mercedes-Benz
Nissan
Saab
Suzuki
Volkswagen
Kentucky
Acura
Audi
Mercedes-Benz
Mercury
Nissan
Pontiac
Ram
Volvo
Louisiana
BMW
Ford
Kia
Nissan
Pontiac
Maine
Mercedes-Benz
Maryland
Ford
Massachusetts
Chevrolet
Dodge
Michigan
Ford
Minnesota
GMC
Mississippi
Dodge
Toyota
Missouri
Chevrolet
Montana
Chevrolet
Dodge
Mitsubishi
Nebraska
Cadillac
Chevrolet
Mercedes-Benz
Nissan
Pontiac
Toyota
Volkswagen
Nevada
Pontiac
New Hampshire
Chrysler
Lexus
Lincoln
New Jersey
Hyundai
Mercedes-Benz
New Mexico
Dodge
New York
Pontiac
Toyota
North Carolina

Wisconsin	Acura	1
Wisconsin	Mazda	1
Wisconsin	Chevrolet	1
Wisconsin	Honda	1
Wisconsin	Cadillac	1
Wisconsin	Dodge	1
Wisconsin	Nissan	1
Wisconsin	Pontiac	1
Wyoming	Buick	1

Volvo
North Dakota
Ford
Hyundai
Ohio
Chevrolet
Oklahoma
Ferrari
Mazda
Toyota
Oregon
Toyota
Pennsylvania
Toyota
South Carolina
Acura
BMW
Buick
Dodge
Isuzu
Jaguar
Kia
Mazda
Mitsubishi
Tennessee
Mazda
Texas
Chevrolet
Utah
Buick
Chevrolet
Dodge
Isuzu
Lincoln
Maybach
Oldsmobile
Pontiac
Subaru
Volkswagen
Vermont
Mazda
Virginia
Ford
Washington
Chevrolet
West Virginia
Mercedes-Benz
Wisconsin
Acura
Cadillac
Chevrolet
Dodge
Honda
Mazda
Nissan
Pontiac
Wyoming
Buick

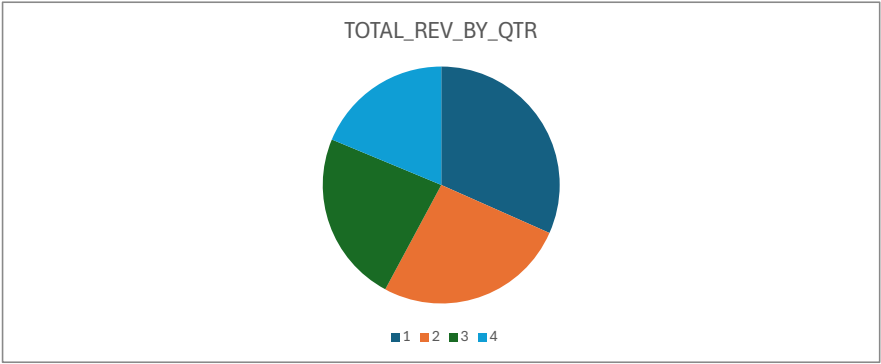
Qn 6: Trend of # of Orders per Quarter

QUARTER_NUMBER	NUMBER_OF_ORDERS	DIFF_IN_ORDER_COUNT
1	310	NULL
2	262	-48
3	229	-33
4	199	-30



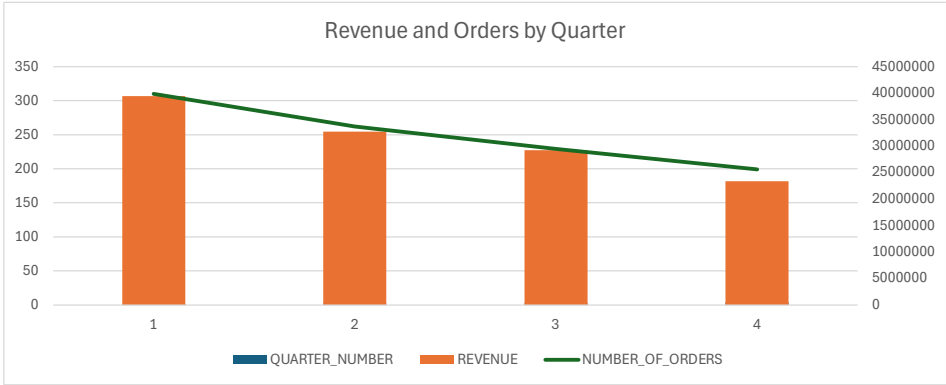
Qn 7: Quarter on Quarter % change in Revenue

QTR	TOTAL_REV_BY_QTR	TOTAL_REV	PERCENT_TOTAL_REV_PER_QTR	PREVIOUS_REVENUE	DIFFERENCE_IN_REVENUE
1	39421580.16	124714086.3	31.60956498	NULL	NULL
2	32715830.34	124714086.3	26.2326665	31.60956498	-5.38
3	29229896.19	124714086.3	23.43752583	26.2326665	-2.8
4	23346779.63	124714086.3	18.72024269	23.43752583	-4.72



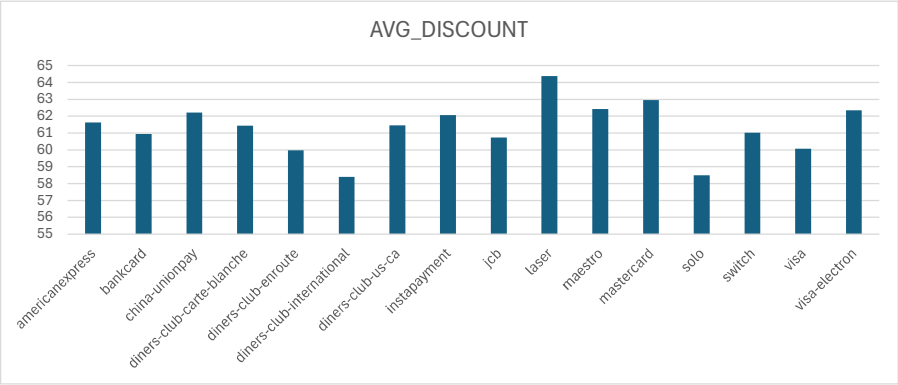
Qn 8: Trend of Revenue and Orders by Quarter

QUARTER_NUMBER	REVENUE	NUMBER_OF_ORDERS	DIFF_IN_ORDER_COUNT	DIFF_IN_REVENUE
1	39421580.16	310	NULL	NULL
2	32715830.34	262	-48	-6705749.82
3	29229896.19	229	-33	-3485934.15
4	23346779.63	199	-30	-5883116.56



Qn 9: Average discount offered by Credit Card type

CREDIT_CARD	AVG_DISCOUNT
americanexpress	61.63
bankcard	60.95
china-unionpay	62.22
diners-club-carte-blanc	61.45
diners-club-enroute	59.98
diners-club-international	58.4
diners-club-us-ca	61.46
instapayment	62.06
jcb	60.74
laser	64.38
maestro	62.42
mastercard	62.95
solo	58.5
switch	61.02
visa	60.08
visa-electron	62.35



Qn 10:Time taken to ship orders by Quarter

QTR	AVG_SHIP_TIME
1	57.17
2	71.11
3	117.76
4	174.1

