

Customer Code	Customer Name	Credit Limit	Sep Sales
TOP 3	Valley Collision	45,000.00	3,427.12
	Georgia Straight Collision	20,000.00	828.08
	Courtenay Collision Service Lt	10,000.00	0.00
BOTTOM 3	Midas Auto Service	1,500.00	156.40
	Fountain Tire 1697	500.00	0.00
	Canadian Tire Associate Store	2,500.00	1,234.16

**Action Plan:** Continue to build our relationship with our top 3 wholesale accounts. |  
Our bottom 3 accounts - communicate with guest to revert to full retail due to low s  
Our overall goal to increase our wholesale YTD GP% to 22% from the current 20.6%

<b>Aug Sales</b>	<b>Jul Sales</b>	<b>Jun Sales</b>	<b>May Sales</b>	<b>Apr Sales</b>
6,722.90	11,199.09	5,638.29	4,814.30	4,250.19
5,096.71	5,650.10	2,010.36	4,120.09	3,778.19
0.00	0.00	104.26	1,162.13	6,263.59
0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	11.52	6.42
695.02	31.14	583.45	0.00	45.06

Identify and repair relationship with Courtenay Collision - sales have greatly dropped off to zero. Sales and high returns. Willing to revert back to wholesale pricing if/when sales reach \$5k and retrain by the end of 2024

12 Mth Sales	12 Mth Returns	12 Mth Return%	Twelve Mth Net	12 Mth Gross
46,994.51	3,212.19	7	43,782.32	10,863.98
57,120.72	6,113.55	11	51,007.17	10,088.98
33,772.59	766.18	2	33,006.41	7,389.91
1,650.84	594.00	36	1,056.84	289.72
606.51	368.55	61	237.96	30.18
4,270.67	1,403.11	33	2,867.56	773.36

n rate <10%.

<b>GP %</b>	<b>Price Code</b>	<b>Rep</b>
25	CBODY	
20	CBODY	
22	CBODY	
27	CMECH	
13	CMECH	
27	CMECH	