

Customer Name	MTD Sales	MTD GP%	MTD Return %	YTD Sales
H & T Ford	\$14,548	10.70%	5.60%	\$188,829
M & B Collision	\$19,283	19.00%	12.00%	\$192,762
B & L All Makes Repair	\$6,680	12.00%	5.00%	\$108,734
M & D Used Cars	\$4,968	5.80%	3.60%	\$94,439
M & M Auto Sales	\$7,166	7.80%	6.90%	\$105,208
JD Auto Leader	\$1,155	20.00%	1.00%	\$1,155
Import Specialist	\$8,441	20.00%	3.30%	\$22,147
Accidents Happen	\$3,355	11.00%	5.60%	\$7,755
AAAAAuto Collision	\$2,215	16.20%	10.00%	\$13,447
VanaMax	\$22,847	24.00%	13.00%	\$255,103
MFD Car Doctor	\$8,003	20.20%	11.70%	\$87,321
BP Customs	\$6,716	14.00%	4.70%	\$82,625

Customer Name	MTD Sales	MTD GP%	MTD Return %	YTD Sales
VanaMax	\$ 22,847.00	24.00%	13.00%	\$ 255,103.00
M & B Collision	\$ 19,283.00	19.00%	12.00%	\$ 192,762.00
BP Customs	\$ 6,716.00	14.00%	4.70%	\$ 82,625.00
MFD Car Doctor	\$ 8,003.00	20.20%	11.70%	\$ 87,321.00
H & T Ford	\$ 14,548.00	10.70%	5.60%	\$ 188,829.00
B & L All Makes Repair	\$ 6,680.00	12.00%	5.00%	\$ 108,734.00
Import Specialist	\$ 8,441.00	20.00%	3.30%	\$ 22,147.00
AAAAAuto Collision	\$ 2,215.00	16.20%	10.00%	\$ 13,447.00
M & D Used Cars	\$ 4,968.00	5.80%	3.60%	\$ 94,439.00
Accidents Happen	\$ 3,355.00	11.00%	5.60%	\$ 7,755.00
JD Auto Leader	\$ 1,155.00	20.00%	1.00%	\$ 1,155.00
M & M Auto Sales	\$ 7,166.00	7.80%	6.90%	\$ 105,208.00

Customer Name	YTD Sales	YTD Gross	YTD COS	YTD Mark-up
VanaMax	\$ 255,103.00	\$ 63,775.75	\$ 191,327.25	133.33%
M & B Collision	\$ 192,762.00	\$ 35,853.73	\$ 156,908.27	122.85%
BP Customs	\$ 130,421.00	\$ 7,931.71	\$ 122,489.29	106.48%
MFD Car Doctor	\$ 87,321.00	\$ 17,027.60	\$ 70,293.41	124.22%
H & T Ford	\$ 188,829.00	\$ 21,526.51	\$ 167,302.49	112.87%
B & L All Makes Repair	\$ 108,734.00	\$ 13,809.22	\$ 94,924.78	114.55%
Import Specialist	\$ 22,147.00	\$ 4,495.84	\$ 17,651.16	125.47%
AAAAAuto Collision	\$ 13,447.00	\$ 2,299.44	\$ 11,147.56	120.63%
M & D Used Cars	\$ 94,439.00	\$ 7,177.36	\$ 87,261.64	108.23%
Accidents Happen	\$ 7,755.00	\$ 915.09	\$ 6,839.91	113.38%
JD Auto Leader	\$ 1,155.00	\$ 231.00	\$ 924.00	125.00%
M & M Auto Sales	\$ 105,208.00	\$ 7,364.56	\$ 97,843.44	107.53%

Customer Name	YTD Sales	YTD COS	Estimated MSRP	Discount
VanaMax	\$ 255,103.00	\$ 191,327.25	\$ 318,878.75	\$ 70,153.32

M & B Collision	\$ 192,762.00	\$	156,908.27	\$	261,513.78
BP Customs	\$ 82,625.00	\$	122,489.29	\$	204,148.81
MFD Car Doctor	\$ 87,321.00	\$	70,293.41	\$	117,155.67
H & T Ford	\$ 188,829.00	\$	167,302.49	\$	278,837.49
B & L All Makes Repair	\$ 108,734.00	\$	94,924.78	\$	158,207.97
Import Specialist	\$ 22,147.00	\$	17,651.16	\$	29,418.60
AAAAAuto Collision	\$ 13,447.00	\$	11,147.56	\$	18,579.27
M & D Used Cars	\$ 94,439.00	\$	87,261.64	\$	145,436.06
Accidents Happen	\$ 7,755.00	\$	6,839.91	\$	11,399.85
JD Auto Leader	\$ 1,155.00	\$	924.00	\$	1,540.00
M & M Auto Sales	\$ 105,208.00	\$	97,843.44	\$	163,072.40

YTD GP%	Gross	% of Total GP	Return Sales	Returns @ Cost
11.40%	\$ 21,526.51	11.35%	\$ 17,183.44	\$ 15,224.53
18.60%	\$ 35,853.73	18.91%	\$ 18,890.68	\$ 15,377.01
12.70%	\$ 13,809.22	7.28%	\$ 11,525.80	\$ 10,062.03
7.60%	\$ 7,177.36	3.79%	\$ 6,988.49	\$ 6,457.36
7.00%	\$ 7,364.56	3.88%	\$ 9,258.30	\$ 8,610.22
20.00%	\$ 231.00	0.12%	\$ 11.55	\$ 9.24
20.30%	\$ 4,495.84	2.37%	\$ 1,107.35	\$ 882.56
11.80%	\$ 915.09	0.48%	\$ 635.91	\$ 560.87
17.10%	\$ 2,299.44	1.21%	\$ 1,344.70	\$ 1,114.76
25.00%	\$ 63,775.75	33.64%	\$ 25,510.30	\$ 19,132.73
19.50%	\$ 17,027.60	8.98%	\$ 12,224.94	\$ 9,841.08
18.30%	\$ 15,120.38	7.98%	\$ 4,874.88	\$ 3,982.77
	\$ 189,596.47	100.00%		

YTD GP%	Gross	% of Total GP	YTD Return Sales	YTD Returns @ Cost
25.00%	\$ 63,775.75	33.64%	\$ 25,510.30	\$ 19,132.73
18.60%	\$ 35,853.73	18.91%	\$ 18,890.68	\$ 15,377.01
18.30%	\$ 15,120.38	7.98%	\$ 4,874.88	\$ 3,982.77
19.50%	\$ 17,027.60	8.98%	\$ 12,224.94	\$ 9,841.08
11.40%	\$ 21,526.51	11.35%	\$ 17,183.44	\$ 15,224.53
12.70%	\$ 13,809.22	7.28%	\$ 11,525.80	\$ 10,062.03
20.30%	\$ 4,495.84	2.37%	\$ 1,107.35	\$ 882.56
17.10%	\$ 2,299.44	1.21%	\$ 1,344.70	\$ 1,114.76
7.60%	\$ 7,177.36	3.79%	\$ 6,988.49	\$ 6,457.36
11.80%	\$ 915.09	0.48%	\$ 635.91	\$ 560.87
20.00%	\$ 231.00	0.12%	\$ 11.55	\$ 9.24
7.00%	\$ 7,364.56	3.88%	\$ 9,258.30	\$ 8,610.22

Estimated MSRP	Estimated Discount	Estimated Discount
\$ 318,878.75	\$ 63,775.75	20%
\$ 261,513.78	\$ 68,751.78	26%
\$ 204,148.81	\$ 73,727.81	36%
\$ 117,155.67	\$ 29,834.67	25%
\$ 278,837.49	\$ 90,008.49	32%
\$ 158,207.97	\$ 49,473.97	31%
\$ 29,418.60	\$ 7,271.60	25%
\$ 18,579.27	\$ 5,132.27	28%
\$ 145,436.06	\$ 50,997.06	35%
\$ 11,399.85	\$ 3,644.85	32%
\$ 1,540.00	\$ 385.00	25%
\$ 163,072.40	\$ 57,864.40	35%

New Sale
\$ 248,725.42

Gross After Returns	% of Total GP	YTD GP% After Returns	YTD Return %	Prior Year Sales
\$ 6,301.98	6.41%	3.34%	9.10%	\$130,820
\$ 20,476.72	20.82%	10.62%	9.80%	\$200,480
\$ 3,747.19	3.81%	3.45%	10.60%	\$120,174
\$ 720.00	0.73%	0.76%	7.40%	\$75,785
\$ (1,245.66)	-1.27%	-1.18%	8.80%	\$129,715
\$ 221.76	0.23%	19.20%	1.00%	\$36,380
\$ 3,613.28	3.67%	16.31%	5.00%	\$18,772
\$ 354.22	0.36%	4.57%	8.20%	\$51,225
\$ 1,184.68	1.20%	8.81%	10.00%	\$22,800
\$ 44,643.02	45.40%	17.50%	10.00%	\$294,222
\$ 7,186.52	7.31%	8.23%	14.00%	\$118,972
\$ 11,137.60	11.33%	13.48%	5.90%	\$90,641
\$ 98,341.32	100.00%			

Gross After Returns	% of Total GP	YTD GP% After Returns	YTD Return %	Prior Year Sales
\$ 44,643.02	45.40%	17.50%	10.00%	294222
\$ 20,476.72	20.82%	10.62%	9.80%	200480
\$ 11,137.60	11.33%	13.48%	5.90%	90641
\$ 7,186.52	7.31%	8.23%	14.00%	118972
\$ 6,301.98	6.41%	3.34%	9.10%	130820
\$ 3,747.19	3.81%	3.45%	10.60%	120174
\$ 3,613.28	3.67%	16.31%	5.00%	18772
\$ 1,184.68	1.20%	8.81%	10.00%	22800
\$ 720.00	0.73%	0.76%	7.40%	75785
\$ 354.22	0.36%	4.57%	8.20%	51225
\$ 221.76	0.23%	19.20%	1.00%	36380
\$ (1,245.66)	-1.27%	-1.18%	8.80%	129715

Prior Year GP%	Prior Year Return %	Credit Terms	Acct Status
11.90%	8.50%	Net30	Current
17.90%	11.00%	COD	N/A
10.50%	16.00%	COD	N/A
11.30%	8.90%	Net30	Overdue
13.60%	8.60%	COD	N/A
21.21%	2.80%	Net15	Overdue
18.00%	4.70%	Net30	Current
10.90%	6.00%	Net30	Current
16.80%	13.00%	Net30	Current
24.80%	8.60%	COD	N/A
19.90%	8.20%	Net30	Current
18.90%	6.40%	COD	N/A

Prior Year GP%	Prior Year Return %	Credit Terms	Acct Status
24.80%	8.60%	COD	N/A
17.90%	11.00%	COD	N/A
18.90%	6.40%	COD	N/A
19.90%	8.20%	Net30	Current
11.90%	8.50%	Net30	Current
10.50%	16.00%	COD	N/A
18.00%	4.70%	Net30	Current
16.80%	13.00%	Net30	Current
11.30%	8.90%	Net30	Overdue
10.90%	6.00%	Net30	Current
21.21%	2.80%	Net15	Overdue
13.60%	8.60%	COD	N/A

% of Total YTD GP

Customer Name	% of Total GP
VanaMax	33.64%
M & B Collision	18.91%
H & T Ford	11.35%
MFD Car Doctor	8.98%
BP Customs	7.98%
B & L All Makes Repair	7.28%
M & M Auto Sales	3.88%
M & D Used Cars	3.79%
Import Specialist	2.37%
AAAAAuto Collision	1.21%
Accidents Happen	0.48%
JD Auto Leader	0.12%

% of Total YTD GP After Returns

Customer Name	% of Total GP
VanaMax	45.40%
M & B Collision	20.82%
H & T Ford	11.33%
MFD Car Doctor	7.31%
BP Customs	6.41%
B & L All Makes Repair	3.81%
M & M Auto Sales	3.67%
M & D Used Cars	1.20%
Import Specialist	0.73%
AAAAAuto Collision	0.36%
Accidents Happen	0.23%
JD Auto Leader	-1.27%

YTD Sales

Customer Name	YTD Sales
VanaMax	\$ 255,103.00
M & B Collision	\$ 192,762.00
H & T Ford	\$ 188,829.00
B & L All Makes Repair	\$ 108,734.00
M & M Auto Sales	\$ 105,208.00
M & D Used Cars	\$ 94,439.00
MFD Car Doctor	\$ 87,321.00
BP Customs	\$ 82,625.00
Import Specialist	\$ 22,147.00
AAAAAuto Collision	\$ 13,447.00
Accidents Happen	\$ 7,755.00
JD Auto Leader	\$ 1,155.00

YTD Gross

Customer Name	Gross
VanaMax	\$ 63,775.75
M & B Collision	\$ 35,853.73
H & T Ford	\$ 21,526.51
MFD Car Doctor	\$ 17,027.60
BP Customs	\$ 15,120.38
B & L All Makes Repair	\$ 13,809.22
M & M Auto Sales	\$ 7,364.56
M & D Used Cars	\$ 7,177.36
Import Specialist	\$ 4,495.84
AAAAAuto Collision	\$ 2,299.44
Accidents Happen	\$ 915.09
JD Auto Leader	\$ 231.00

YTD Return %

Customer Name	YTD Return %
MFD Car Doctor	14.00%
B & L All Makes Repair	10.60%
VanaMax	10.00%
AAAAAuto Collision	10.00%
M & B Collision	9.80%
H & T Ford	9.10%
M & M Auto Sales	8.80%
Accidents Happen	8.20%
M & D Used Cars	7.40%
BP Customs	5.90%
Import Specialist	5.00%
JD Auto Leader	1.00%

% of Total YTD Sales

Customer Name	% of Total Sales
VanaMax	22%
M & B Collision	17%
H & T Ford	16%
B & L All Makes Repair	9%
M & M Auto Sales	9%
M & D Used Cars	8%
MFD Car Doctor	8%
BP Customs	7%
Import Specialist	2%
AAAAAuto Collision	1%
Accidents Happen	1%
JD Auto Leader	0%

Estimated Discount

Customer Name	Estimated Discount
BP Customs	36%
M & M Auto Sales	35%
M & D Used Cars	35%
H & T Ford	32%
Accidents Happen	32%
B & L All Makes Repair	31%
AAAAAuto Collision	28%
M & B Collision	26%
MFD Car Doctor	25%
JD Auto Leader	25%
Import Specialist	25%
VanaMax	20%

YTD Gross After Returns Subtracted

Customer Name	Gross After Returns
VanaMax	\$ 44,643.02
M & B Collision	\$ 20,476.72
BP Customs	\$ 11,137.60
MFD Car Doctor	\$ 7,186.52
H & T Ford	\$ 6,301.98
B & L All Makes Repair	\$ 3,747.19
Import Specialist	\$ 3,613.28
AAAAAuto Collision	\$ 1,184.68
M & D Used Cars	\$ 720.00
Accidents Happen	\$ 354.22
JD Auto Leader	\$ 221.76
M & M Auto Sales	\$ (1,245.66)

YTD Sales

Customer Name	YTD Sales
VanaMax	\$ 255,103.00
M & B Collision	\$ 192,762.00
H & T Ford	\$ 188,829.00
BP Customs	\$ 130,421.00
B & L All Makes Repair	\$ 108,734.00
M & M Auto Sales	\$ 105,208.00
M & D Used Cars	\$ 94,439.00
MFD Car Doctor	\$ 87,321.00
Import Specialist	\$ 22,147.00
AAAAAuto Collision	\$ 13,447.00
Accidents Happen	\$ 7,755.00
JD Auto Leader	\$ 1,155.00