

RANK		MTD SALES	MTD GP%	PROFIT	MTD RETURN %	RETURN	YTD SALES	YTD GP%	YTD RETURN %	YTD NET SALES	YTD NET GROSS	PRIOR YEAR SALES	PRIOR YEAR GP %	PRIOR YEAR RETURN %	CREDIT TERMS	ACCT STATUS
1	VANA MAX	22,847.00	24.00%	5,483.28	13.00%	2,970.11	255,103.00	25.00%	10.00%	25,510.30	6,377.58	294,222.00	24.80%	8.60%	COD	N/A
2	M & B COLLISION	19,283.00	19.00%	3,663.77	12.00%	2,313.96	192,762.00	18.60%	9.80%	18,890.68	3,513.67	200,480.00	17.90%	11.00%	COD	N/A
3	MFD CAR DOCTOR	8,003.00	20.20%	1,616.61	11.70%	936.35	87,321.00	19.50%	14.00%	12,224.94	2,383.86	118,972.00	19.90%	8.20%	NET30	CURRENT
4	H & T FORD	14,548.00	10.70%	1,556.64	5.60%	814.69	188,829.00	11.40%	9.10%	17,183.44	1,958.91	130,820.00	11.90%	8.50%	NET30	CURRENT
5	B & L ALL MAKES REPAIR	6,680.00	12.00%	801.6	5.00%	334	108,734.00	12.70%	10.60%	11,525.80	1,463.78	120,174.00	10.50%	16.00%	COD	N/A
6	BP CUTSTOMS	6,716.00	14.00%	940.24	4.70%	315.65	82,625.00	18.30%	5.90%	4,874.88	892.1	90,641.00	18.90%	6.40%	COD	NA
7	M&M AUTO SALES	7,166.00	7.80%	558.95	6.90%	494.45	105,208.00	7.00%	8.80%	9,258.30	648.08	129,715.00	13.60%	8.60%	COD	N/A
8	M & D USED CARS	4,968.00	5.80%	288.14	3.60%	178.85	94,439.00	7.60%	7.40%	6,988.49	531.12	75,785.00	11.30%	8.90%	NET30	OVERDUE
9	AAAAAAUTO COLLISION	2,215.00	16.20%	358.83	10.00%	221.5	13,447.00	17.10%	10.00%	1,344.70	229.94	22,800.00	16.80%	13.00%	NET30	CURRENT
10	IMPORT SPECIALSIT	8,441.00	20.00%	1,688.20	3.30%	278.55	22,147.00	20.30%	5.00%	1,107.35	224.79	18,772.00	18.00%	4.70%	NET30	CURRENT
11	ACCIDENTS HAPPEN	3,355.00	11.00%	369.05	56.00%	1,878.80	7,755.00	11.80%	8.20%	635.91	75.04	51,225.00	10.90%	6.00%	NET30	CURRENT
12	JD AUTO LEADER	1,155.00	20.00%	231	1.00%	11.55	1,155.00	20.00%	1.00%	11.55	2.31	36,380.00	21.21%	2.80%	NET15	OVERDUE

** RANKED BY YTD NET GROSS AFTER RETURNS

NOTES:

DECISION TO INCREASE YTD GP% WOULD BE TO DEMAND AN FLOOR SALES OBJECTIVE (3M AVERAGE)

- MUST AVERAGE 3MONTH NET SALES OF 6K PER MONTH

IF ABOVE 10% RETURN PERCENTAGE THERE WILL BE A 5% RESTOCKING FEE

1% DISCOUNT FOR COD

1% DISCOUNT IF RETURN PERCTANGE IS UNDER 6%