

CUSTOMER NAME	MTD SALES	MTD GP%	MTD RETURN %	YTD SALES	YTD GP%	YTD RETURN %	PRIOR YEAR SALES
VanaMax	\$22,847	24.00%	13.00%	\$255,103	25.00%	10.00%	\$294,222
M & B Collision	\$19,283	19.00%	12.00%	\$192,762	18.60%	9.80%	\$200,480
H & T Ford	\$14,548	10.70%	5.60%	\$188,829	11.40%	9.10%	\$130,820
B & L All Makes Repair	\$6,680	12.00%	5.00%	\$108,734	12.70%	10.60%	\$120,174
M & M Auto Sales	\$7,166	7.80%	6.90%	\$105,208	7.00%	8.80%	\$129,715
M & D Used Cars	\$4,968	5.80%	3.60%	\$94,439	7.60%	7.40%	\$75,785
MFD Car Doctor	\$8,003	20.20%	11.70%	\$87,321	19.50%	14.00%	\$118,972
BP Customs	\$6,716	14.00%	4.70%	\$82,625	18.30%	5.90%	\$90,641
Import Specialists	\$8,441	20.00%	3.30%	\$22,147	20.30%	5.00%	\$18,772
AAA Auto Collision	\$2,215	16.20%	10.00%	\$13,447	17.10%	10.00%	\$22,800
Accidents Happen	\$3,355	11.00%	5.60%	\$7,755	11.80%	8.20%	\$51,225
JD Auto Leader	\$1,155	20.00%	1.00%	\$1,155	20.00%	1.00%	\$36,380

PRIOR YEAR GP%	PRIOR YEAR RETURN %	CREDIT TERMS	ACCT STATUS
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24.80% 8.60% COD N/A

17.90% 11.00% COD N/A

GOOD CUS

11.90% 8.50% Net30 Current

M&Bcollison good sales gp% goc

10.50% 16.00% COD N/A

H&T Ford good sales,yoy growth

13.60% 8.60% COD N/A

Vann Max good sales, ytd gp go

11.30% 8.90% Net30 Overdue bad

Bpcustoms sales,low return%, pa

19.90% 8.20% Net30 Current

18.90% 6.40% COD N/A

18.00% 4.70% Net30 Current

16.80% 13.00% Net30 Current

10.90% 6.00% Net30 Current bad

Bad custor

21.21% 2.80% Net15 Overdue bad

M&D used cars low gp%,pass du

Accidents happen, low gp% low

JD auto leader, low ytd sales, pa

Pay Type(credit terms),Return R

Outside salesperson

gift cards for low return rate %

restocking fees (hardly used)

CUSTOMERS

od, return rate okay

l,

od, returns ,pays on the spot (work on returns)

pays on the spot

ners

ie

sales, pass due(going out of bussiness?)

ss due(good gross,good returns

ate%,YTD gross profit

discounts,pass due, new bussiness