

# WHOLESALE

## Top 3

- Vana Max
  1. Low return %
  2. High gross
  3. COD
- M & B Collision
  1. Low return %
  2. High gross
  3. COD
- BP Customs
  1. Low return %
  2. Decent gross
  3. COD

## Bottom 3

- M & D Used Cars
  1. Overdue
  2. Low gross
  3. Low sales
- B & L All Makes Repair
  1. High return %
  2. Lower gross
  3. Low sales
- JD Auto leader
  1. Overdue
  2. May be closed

# Opportunities

- Lower volume stores
  1. Offer a discount if paid by the 10<sup>th</sup>
- Stores with higher return %
  1. Institute a restocking fee
  2. Offer a discount based on return %
  3. Incentive to return less.
- Create a flyer for the parts department. Have the Parts Manager or counter person look for new opportunities within a 15-mile radius of the dealership. Have the two drivers' stop at the new opportunities and drop off the flyers and have them retrieve the business contact information. Within a week have the parts consultant call the places the driver stopped at and see if they can earn some business.