

## PARTS WHOLESALE

### Top 3 customers:

1. VanaMax- most gross dollars MTD, YTD and PYTD. Even though MTD return rate is high YTD and PYTD is lower. Moreover, VanaMax is COD and the objective of all the departments in the dealership is to move assets up the balance sheet towards liquidity and turn them into cash.
2. M and B Collision- Same talking points as VanaMax.
3. BP customs- fairly low GP% MTD. However, YTD and PYTD are good. Considering the very low return rate and COD, we like doing business with BP customs.

### Bottom 3 customers:

1. M & D- GP% is terrible and they do not pay their bills
2. JD Auto- Total sales are less than 1% of our wholesale business. Also, their MTD and YTD sales are the same, they are no longer doing business with us. PYTD sales volume was low. It doesn't matter that the GP % is 20 %. If you do the math we made around \$200 for the year.
3. Accident Happen- even though they are current, they are net 30 with low GP% for MTD, YTD and PYTD. Not much sales volume. We know the return rate is low but not enough volume.