

Customer	MTD Sales	MTD GP%	MTD Return	MTD Gross	MTD Return amount	MTD Sales after Return	MTD GP after return
H & T Ford	\$14,548.00	10.70%	5.60%	\$1,556.64	\$814.69	\$13,733.31	\$1,469.46
m & B Collision	\$19,283.00	19.00%	12.00%	\$3,663.77	\$2,313.96	\$16,969.04	\$3,224.12
b & l all repair	\$6,680.00	12.00%	5.00%	\$801.60	\$334.00	\$6,346.00	\$761.52
m & D Used cars	\$4,968.00	5.80%	3.60%	\$288.14	\$178.85	\$4,789.15	\$277.77
M & M Auto sales	\$7,166.00	7.80%	6.90%	\$558.95	\$494.45	\$6,671.55	\$520.38
JD Auto	\$1,155.00	20.00%	1.00%	\$231.00	\$11.55	\$1,143.45	\$228.69
Import Specialists	\$8,441.00	20.00%	3.30%	\$1,688.20	\$278.55	\$8,162.45	\$1,632.49
Accidents Happen	\$3,355.00	11.00%	5.60%	\$369.05	\$187.88	\$3,167.12	\$348.38
AAAAAUTO	\$2,215.00	16.20%	10.00%	\$358.83	\$221.50	\$1,993.50	\$322.95
VanaMax	\$22,847.00	24.00%	13.00%	\$5,483.28	\$2,970.11	\$19,876.89	\$4,770.45
MFD Car Doctor	\$8,003.00	20.20%	11.70%	\$1,616.61	\$936.35	\$7,066.65	\$1,427.46
BP Customs	\$6,716.00	14.00%	4.70%	\$940.24	\$315.65	\$6,400.35	\$896.05
	\$105,377.00			\$17,556.30	\$9,057.55	\$96,319.45	\$15,879.73

Top Three Highest Grossing

1. VanaMax \$124,090.06
2. M&B Collision \$64,278.54
3. MFD Car \$36,362.68

Bottom Three Lowest Grossing

1. Import Specialists \$7,491.20
2. Accidents Happen \$6,088.57
3. AAAAAuto Collision \$5,401.94

### **Opportunities for Improvement:**

- Add a disclaimer on non-refundable/returnable parts.
- Implement a restocking fee- 25%
- Switch to net 30, Pay by the 10<sup>th</sup> of each month and receive a 2% discount
- Cut off overdue act status
- Code acts red/yellow/green pertaining to status; this creates ease between
- Increase transparency between parts and accounting office
- Increase drivers, designate drivers to green status
- Increase advertising on drivers' trucks
- Increase wholesale consultants
- Stabilize the Gross Profit % across all accounts.

<u>YTD Sales</u>	<u>ytd GP%</u>	<u>YTD Return</u>	<u>YTD Gross</u>	<u>YTD Return amount</u>	<u>YTD After return</u>
188,829.00	11.40%	9.10%	\$21,526.51	\$17,183.44	\$171,645.56
192,762.00	18.60%	9.80%	\$35,853.73	\$18,890.68	\$173,871.32
108,734.00	12.70%	10.60%	\$13,809.22	\$11,525.80	\$97,208.20
94,439.00	7.60%	7.40%	\$7,177.36	\$6,988.49	\$87,450.51
105,208.00	7.00%	8.80%	\$7,364.56	\$9,258.30	\$95,949.70
1,155.00	20.00%	1.00%	\$231.00	\$11.55	\$1,143.45
22,147.00	20.30%	5.00%	\$4,495.84	\$1,107.35	\$21,039.65
7,755.00	11.80%	8.20%	\$915.09	\$635.91	\$7,119.09
13,447.00	17.10%	10.00%	\$2,299.44	\$1,344.70	\$12,102.30
255,103.00	25.00%	10.00%	\$63,775.75	\$25,510.30	\$229,592.70
87,231.00	19.50%	14.00%	\$17,010.05	\$12,212.34	\$75,018.66
82,625.00	18.30%	5.90%	\$15,120.38	\$4,874.88	\$77,750.13
1,159,435.00				\$109,543.73	\$1,049,891.27

<b>Customer Name</b>	<b>MTD Sales</b>	<b>MTD GP%</b>	<b>MTD Return</b>
H & T Ford	\$14,548	10.70%	
M & B Collision	\$19,283	19.00%	11.00%
B & L All Makes Repair	\$6,680	12.00%	
M & D Used Cars	\$4,968	5.80%	

accounting office and parts

M & M Auto Sales	\$7,166	7.80%	
JD Auto Leader	\$1,155	20.00%	
Import Specialists	\$8,441	20.00%	
Accidents Happen	\$3,355	11.00%	
AAAAAuto Collision	\$2,215	16.20%	10
VanaMax	\$22,847	24.00%	13
MFD Car Doctor	\$8,003	20.20%	11
BP Customs	\$6,716	14.00%	

<u>YTD GP after return</u>	<u>Prior Year Sales</u>	<u>Prior Year GP%</u>	<u>Prior year returns %</u>	<u>Prior Year Gross</u>	<u>Prior year return</u>	<u>Prior Year sales After Return</u>
\$19,567.59	\$130,820.00	11.90%	8.50%	\$15,567.58	\$11,119.70	\$119,700.30
\$32,340.07	\$200,480.00	17.90%	11.00%	\$35,885.92	\$22,052.80	\$178,427.20
\$12,345.44	\$120,174.00	10.50%	16.00%	\$12,618.27	\$19,227.84	\$100,946.16
\$6,646.24	\$75,785.00	11.30%	8.90%	\$8,563.71	\$6,744.87	\$69,040.14
\$6,716.48	\$129,715.00	13.60%	8.60%	\$17,641.24	\$11,155.49	\$118,559.51
\$228.69	\$36,380.00	21.21%	2.80%	\$7,716.20	\$1,018.64	\$35,361.36
\$4,271.05	\$18,772.00	18.00%	4.70%	\$3,378.96	\$882.28	\$17,889.72
\$840.05	\$51,225.00	10.90%	6.00%	\$5,583.53	\$3,073.50	\$48,151.50
\$2,069.49	\$22,800.00	16.80%	13.00%	\$3,830.40	\$2,964.00	\$19,836.00
\$57,398.18	\$294,222.00	24.80%	8.60%	\$72,967.06	\$25,303.09	\$268,918.91
\$14,628.64	\$118,972.00	19.90%	8.20%	\$23,675.43	\$9,755.70	\$109,216.30
\$14,228.27	\$90,641.00	18.90%	6.40%	\$17,131.15	\$5,801.02	\$84,839.98
\$154,153.37	\$1,289,986.00					\$1,170,887.06

<u>YTD Return %</u>	<u>YTD Sales</u>	<u>YTD GP%</u>	<u>YTD Return %</u>	<u>Prior Year Sales</u>	<u>Prior Year GP%</u>	<u>Prior Year Return %</u>	<u>Cr Te</u>
5.60%	\$188,829	11.40%	9.10%	\$130,820	11.90%	8.50%	Ne
2.00%	\$192,762	18.60%	9.80%	\$200,480	17.90%	11.00%	C
5.00%	\$108,734	12.70%	10.60%	\$120,174	10.50%	16.00%	C
3.60%	\$94,439	7.60%	7.40%	\$75,785	11.30%	8.90%	Ne

6.90%	\$105,208	7.00%	8.80%	\$129,715	13.60%	8.60%	C
1.00%	\$1,155	20.00%	1.00%	\$36,380	21.21%	2.80%	Ne
3.30%	\$22,147	20.30%	5.00%	\$18,772	18.00%	4.70%	Ne
5.60%	\$7,755	11.80%	8.20%	\$51,225	10.90%	6.00%	Ne
0.00%	\$13,447	17.10%	10.00%	\$22,800	16.80%	13.00%	Ne
3.00%	\$255,103	25.00%	10.00%	\$294,222	24.80%	8.60%	C
1.70%	\$87,321	19.50%	14.00%	\$118,972	19.90%	8.20%	Ne
4.70%	\$82,625	18.30%	5.90%	\$90,641	18.90%	6.40%	C

<u>Prior Year GP after Return</u>	<u>Credit Terms</u>	<u>Account Status</u>	
\$14,244.34	net30	current	
\$31,938.47	cod	N/A	
\$10,599.35	cod	N/A	
\$7,801.54	net30	overdue	
\$16,124.09	cod	N/A	
\$7,500.14	net15	overdue	
\$3,220.15	net30	current	
\$5,248.51	net30	current	
\$3,332.45	net30	current	
\$66,691.89	COD	N/A	
\$21,734.04	Net30	Current	
\$16,034.76	cod	N/A	
\$204,469.72			

<b>edit</b> <b>terms</b>	<b>Acct Status</b>
et30	Current
OD	N/A
OD	N/A
et30	Overdue

OD	N/A
et15	Overdue
et30	Current
et30	Current
et30	Current
OD	N/A
et30	Current
OD	N/A