

Customer Name	MTD Sales	MTD GP %	MTD Gross	MTD Return %	YTD Sales	YTD GP %
VanaMax	\$22,847	24.00%	\$5,483	13.00%	\$255,103	25.00%
M & B Collision	\$19,283	19.00%	\$3,664	12.00%	\$192,762	18.60%
BP Customs	\$6,716	14.00%	\$940	4.70%	\$82,625	18.30%
MFD Car Doctor	\$800	20.20%	\$162	11.70%	\$87,321	19.50%
H & T Ford	\$14,548	10.70%	\$1,557	5.60%	\$188,829	11.40%
Import Specialists	\$8,441	20.00%	\$1,688	3.30%	\$22,147	20.30%
B & L All Makes Repair	\$6,680	12.00%	\$802	5.00%	\$108,734	12.70%
AAA Auto Collision	\$2,215	16.20%	\$359	10.00%	\$13,447	17.10%
Accidents Happen	\$3,355	11.00%	\$369	5.60%	\$7,755	11.80%
JD Auto Leader	\$1,155	20.00%	\$231	1.00%	\$1,155	20.00%
M & D Used Cars	\$4,968	5.80%	\$288	3.60%	\$94,439	7.60%
M & M Auto Sales	\$7,166	7.80%	\$559	6.90%	\$105,208	7.00%

Top Three Customers

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Improvement-GP%

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Opportunities

Incentive programs:

New Accounts:

Cookout Reward:

Terms & Conditions Adjust:

3rd Part Wholesale:

Delivery Driver Incentive/Bonus:

Employee Rewards:

Verify Parts Catalog Orders:

YTD Gross	YTD Return %	Prior Year Sales	Prior Year GP %	Prior Year Return %	Credit Terms	Acct Status
\$63,776	10.00%	\$294,222	24.80%	8.60%	COD	N/A
\$35,854	9.80%	\$200,480	17.90%	11.00%	COD	N/A
\$15,120	5.90%	\$90,641	18.90%	6.40%	COD	N/A
\$17,028	14.00%	\$118,972	19.90%	8.20%	Net 30	Current
\$21,527	9.10%	\$130,820	11.90%	8.50%	Net 30	Current
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\$915	8.20%	\$51,225	10.90%	6.00%	Net 30	Current
\$231	1.00%	\$36,380	21.21%	2.80%	Net 15	Overdue
\$7,177	7.40%	\$75,785	11.30%	8.90%	Net 30	Overdue
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YTD Return \$ YTD Net #

\$25,510	\$38,265
\$18,891	\$16,963
\$4,875	\$10,246
\$12,225	\$4,803
\$17,183	\$4,343
\$1,107	\$3,388
\$11,526	\$2,283
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