

Wholesale parts

Top 3 customers

- 1) Vana max
- 2) H&T ford
- 3) M&B collision

Bottom 3 customers

- 1) JD auto leader
- 2) Accidents happen
- 3) AAAA auto collision

Increase wholesale is a slippery slope when it comes to profit margins. I have spoken to one of the wholesales here in town and he said it averages out at about 10% profit. So, when you consider extra personnel and wear and tear on vehicles it could get a little tricky. With that said come up with a tier-based discount system that's based on volume and dollars spent. Also if we can offer a discount for customers that choose to come and pick up their parts to help offset personnel expense and wear and tear on vehicles.