

Zumbrota Ford Sales, LLC

07/31/2020

Sales Summary - Source 1

Scan Date: 07/31/20

Counter Parts Sales		Retail		Wholesale	
Total Pieces	101	154			
Sales	\$ 4,790.99	\$ 2,670.33			
Cost	2,873.05	2,288.86			
Gross Profit	\$ 1,917.94	381.47			
Profitability	40.03%	14.29%			

Service Parts Sales		Retail		Warranty		Internal	
Total Pieces	4561	982					
Sales	\$ 92,244.46	\$ 27,462.12					
Cost	67,230.94	16,496.47					
Gross Profit	\$ 25,013.52	10,965.65					
Profitability	27.12%	39.93%					27.90%

Body Shop Parts Sales		Retail		Warranty		Internal	
Total Pieces	0	0					
Sales	\$ 0.00	\$ 0.00					
Cost	0.00	0.00					
Gross Profit	\$ 0.00	0.00					
Profitability	0.00%	0.00%					0.00%

Total Pieces	7456						
Sales	167,228.59						
Cost	117,773.28						
Gross Profit	49,455.31						
Profitability	29.57%						
Gross Turn	.46						
True Turn	.46						
Return On Investment	19.30%						

Sales Summary - Source 1

(07/31/2020 18:17:57)

Page 0001

Zumbrota Ford Sales, LLC

07/31/2020

Sales Summary - Source 2

Scan Date: 07/31/20

Counter Parts Sales	Retail	Wholesale
Total Pieces	16	29
Sales	\$ 1,858.97	\$ 607.80
Cost	1,056.76	528.54
Gross Profit	\$ 802.21	79.26
Profitability	43.15%	13.04%

Service Parts Sales	Retail	Warranty	Internal
Total Pieces	324	26	171
Sales	\$ 6,695.40	16.40	10,020.27
Cost	4,835.44	11.72	6,234.82
Gross Profit	\$ 1,859.96	4.68	3,785.45
Profitability	27.78%	28.54%	37.78%

Body Shop Parts Sales	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$ 0.00	0.00	0.00
Cost	0.00	0.00	0.00
Gross Profit	\$ 0.00	0.00	0.00
Profitability	0.00%	0.00%	0.00%

Total Pieces	566
Sales	19,198.84
Cost	12,667.28
Gross Profit	6,531.56
Profitability	34.02%
Gross Turn	.58
True Turn	.44
Return On Investment	29.72%

Sales Summary - Source 2

(07/31/2020 18:17:57)

Page 0002

Zumbrota Ford Sales, LLC

07/31/2020

Received Stock For Month

Scan date: 07/31/20

& Total  
Pieces

In Regular Stock ..... \$ 82,479.24  
 In Special Orders ..... \$ 36,166.49  
 In Emergency Purchases ..... \$ .00

Total Stocked In ..... \$ 118,645.73  
 Total Sold Out ..... \$ 117,773.28

Net Increase/Decrease ..... \$ 872.45

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 Net Increase/Decrease ..... \$ 1,767

Source 1

& Total  
Pieces

In Regular Stock ..... \$ 378.34  
 In Special Orders ..... \$ 9,188.87  
 In Emergency Purchases ..... \$ 19.26

Total Stocked In ..... \$ 9,586.47  
 Total Sold Out ..... \$ 12,667.28

Net Increase/Decrease ..... \$ -3,080.81

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 Net Increase/Decrease ..... \$ -319

Source 2

In Regular Stock ..... \$ 24  
 In Special Orders ..... \$ 222  
 In Emergency Purchases ..... \$ 1

Total Stocked In ..... \$ 247  
 Total Sold Out ..... \$ 566

Net Increase/Decrease ..... \$ 229.15

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 Net Increase/Decrease ..... \$ 9.72

& Total  
Pieces

In Regular Stock ..... \$ 9.72  
 In Special Orders ..... \$ 89.88  
 In Emergency Purchases ..... \$ .40

Total Stocked In ..... \$ 229.15  
 Total Sold Out ..... \$ 229.15

Net Increase/Decrease ..... \$ 0.00

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 Net Increase/Decrease ..... \$ 0.00

Received Stock For Month

(07/31/2020 18:17:57)

Page 0003

Zumbrota Ford Sales, LLC

07/31/2020

Parts On Purchase Orders/Service RO's

Scan Date: 07/31/20

For Source 1			
Total Of Parts On Regular Stock Orders	45	Nos.	528.60
Of Parts On Special Order	2		.00
Of Parts On Back Order	0		.00
On Open Service R/O's	131		10190.04
On Open Body Shop R/O's	0		.00
Removed From Repair Orders	0		.00
<b>Total</b>	<b>178</b>		<b>10718.64</b>

For Source 2			
Total Of Parts On Regular Stock Orders	0	Nos.	.00
Of Parts On Special Order	0		.00
Of Parts On Back Order	0		.00
On Open Service R/O's	21		486.78
On Open Body Shop R/O's	0		.00
Removed From Repair Orders	0		.00
<b>Total</b>	<b>21</b>		<b>486.78</b>

Zumbrota Ford Sales, LLC

07/31/2020

Inventory Analysis - Source 1

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	1107	14025	126,124.12	49.2%
From 4 Thru 6 Months	389	1065	28,033.16	10.9%
From 7 Thru 9 Months	250	687	16,618.29	6.5%
From 10 Thru 12 Months	226	498	18,498.09	7.2%
From 13 Thru 18 Months	326	863	19,156.73	7.5%
From 19 Thru 24 Months	199	444	9,566.77	3.7%
Greater Than 24 Months	878	1745	38,231.53	14.9%

Total OF Parts Over 365 Days	1390	3039	66,955.03	26.1%
OF Ac/OT Over 365 Days	0	0	.00	.0%

Total OF Parts and Cores	3375	19327	256,228.69	100.0%
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OF Accessories/Other	0	0	.00	.0%
OF Cores (MEMO Line Only)	97	131	10,973.00	4.3%
Total OF Inventory Including Cores	3375	19327	256,228.69	100.0%

Total OF Lost Sales (Non-Stk)	4	5	230.00	.1%
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Total OF Lost Sales (Stock)	0	0	.00	.0%
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Total OF Lost Sales (Non-Stk Value)	4	0	.00	.0%
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Total OF Lost Sales (Stock Value)	0	0	.00	.0%
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Total OF Returnable Items	2660	9174	136,799.73	53.4%
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OF Last-Time Returnable	52	147	4,865.48	1.9%
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OF Non-Returnable Items	596	9875	108,344.48	42.3%
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Parts With Negative On-Hand	277	513	6,602.76	2.6%
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Normal Stocking With 0 On-Hand	81	0	.00	.0%
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Part Numbers Added W/O Stock	27	0	.00	.0%
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Part Numbers Added With Stock	183	105	7,723.94	3.0%
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Part Numbers Deleted	0	0	.00	.0%
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Manual Adjustments Up (+)	289	778	4,102.19	
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Manual Adjustments Down (-)	38	89	3,252.99	
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Total Normal Stocking Part Numbers	1435		237	Non-Ret
OF On-Hand Stock At Current Cost	105,416.47		33,582.98	
OF On-Hand Pieces	14174			
Current Month Unit Sales	3828			
OF 12-Month Unit Sales	42947			
Percent OF On-Hand TO Unit Sales	303.0%			
Total Special Order & Other Non-Stocking	1924		400	
OF On-Hand Stock At Current Cost	139,839.22		73,775.50	
OF On-Hand Pieces	5022			
Current Month Unit Sales	640			
OF 12-Month Unit Sales	5096			
Percent OF On-Hand TO Unit Sales	101.5%			

Inventory Analysis - Source 1

(07/31/2020 18:17:58)

Page 0005

Zumbrota Ford Sales, LLC

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	54	758	9,733.59	44.3%
From 4 Thru 6 Months	17	32	1,194.35	5.4%
From 7 Thru 9 Months	20	43	1,603.62	7.3%
From 10 Thru 12 Months	18	70	1,023.15	4.7%
From 13 Thru 18 Months	28	871	2,121.08	9.6%
From 19 Thru 24 Months	13	84	721.43	3.3%
Greater Than 24 Months	83	164	5,583.22	25.4%
Total of Parts Over 365 Days	122	1117	8,413.73	38.3%
Of Ac/OT Over 365 Days	0	0	.00	.0%
Total of Parts and Cores	233	2022	21,980.44	100.0%
Of Accessories/Other	0	0	.00	.0%
Of Cores (MEMO Line Only)	2	2	24.00	.1%
Total of Inventory Including Cores	233	2022	21,980.44	100.0%

Total of Lost Sales (Non-Stk)	0	0	.00	.0%
Of Lost Sales (Stock)	0	0	.00	.0%
Total of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value)	0	0	.00	.0%

Total of Returnable Items	1	1	66.99	.3%
Of Last-Time Returnable	0	0	.00	.0%
Of Non-Returnable Items	230	2019	21,901.45	99.6%

Parts With Negative On-Hand	65	302	834.62	3.8%
Normal Stocking With 0 On-Hand	13	0	.00	.0%
Part Numbers Added W/O Stock	0	0	.00	.0%
Part Numbers Added With Stock	0	0	.00	.0%
Part Numbers Deleted	0	0	.00	.0%

Manual Adjustments Up (+)	73	405	2,869.77	
Manual Adjustments Down (-)	1	2	37.98	

Total Normal Stocking Part Numbers	37			
Of On-Hand Stock At Current Cost	37	2,038.94		1,983.95
Of On-Hand Pieces	103			
Current Month Unit Sales	47			
Of 12-Month Unit Sales	552			
Percent of On-Hand To Unit Sales			535.9%	

Total Special Order & Other Non-Stocking	207			
Of On-Hand Stock At Current Cost	207	19,917.50		19,917.50
Of On-Hand Pieces	1917			
Current Month Unit Sales	209			
Of 12-Month Unit Sales	1524			
Percent of On-Hand To Unit Sales			79.5%	

Zumbrota Ford Sales, LLC

Inventory Analysis - Source 4

07/31/2020

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	0	0	0	0.00	0.0%
From 4 Thru 6 Months	0	0	0	0.00	0.0%
From 7 Thru 9 Months	0	0	0	0.00	0.0%
From 10 Thru 12 Months	0	0	0	0.00	0.0%
From 13 Thru 18 Months	0	0	0	0.00	0.0%
From 19 Thru 24 Months	0	0	0	0.00	0.0%
Greater Than 24 Months	1	2000	20.00	100.0%	100.0%
Total of Parts Over 365 Days	1	2000	20.00	100.0%	100.0%
Of Ac/ot Over 365 Days	0	0	0.00	0.0%	0.0%
Total of Parts and Cores	1	2000	20.00	100.0%	100.0%
Of Accessories/Other	0	0	0.00	0.0%	0.0%
Of Cores (MEMO Line Only)	0	0	0.00	0.0%	0.0%
Total of Inventory Including Cores	1	2000	20.00	100.0%	100.0%
Of Lost Sales (Non-Stk)	0	0	0.00	0.0%	0.0%
Of Lost Sales (Stock)	0	0	0.00	0.0%	0.0%
Total of Lost Sales (Non-Stk Value)	0	0	0.00	0.0%	0.0%
Of Lost Sales (Stock Value)	0	0	0.00	0.0%	0.0%
Total of Returnable Items	0	0	0.00	0.0%	0.0%
Of Last-Time Returnable	0	0	0.00	0.0%	0.0%
Of Non-Returnable Items	1	2000	20.00	100.0%	100.0%
Parts With Negative On-Hand	0	0	0.00	0.0%	0.0%
Normal Stocking With 0 On-Hand	0	0	0.00	0.0%	0.0%
Part Numbers Added W/O Stock	0	0	0.00	0.0%	0.0%
Part Numbers Added With Stock	0	0	0.00	0.0%	0.0%
Part Numbers Deleted	0	0	0.00	0.0%	0.0%
Manual Adjustments Up (+)	0	0	0.00	0.0%	0.0%
Manual Adjustments Down (-)	0	0	0.00	0.0%	0.0%
Total Normal Stocking Part Numbers	0	0	0.00	0.0%	0.0%
Of On-Hand Stock At Current Cost	0	0	0.00	0.0%	0.0%
Of On-Hand Pieces	0	0	0.00	0.0%	0.0%
Current Month Unit Sales	0	0	0.00	0.0%	0.0%
Of 12-Month Unit Sales	0	0	0.00	0.0%	0.0%
Percent of On-Hand To Unit Sales	0	0	0.00	0.0%	0.0%
Total Special Order & Other Non-Stocking	1	1	20.00	100.0%	100.0%
Of On-Hand Stock At Current Cost	1	1	20.00	100.0%	100.0%
Of On-Hand Pieces	0	0	0.00	0.0%	0.0%
Current Month Unit Sales	0	0	0.00	0.0%	0.0%
Of 12-Month Unit Sales	0	0	0.00	0.0%	0.0%
Percent of On-Hand To Unit Sales	0	0	0.00	0.0%	0.0%

Zumbrota Ford Sales, LLC

True Turns/Fill Y Stock Status Source 1 07/31/2020

Scan Date: 07/31/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 501 )	
Total In-Stock Value Of Inventory	13,428.46
12-Month Cost Of Sales	67,705.72
Turns	5.04
Total Part Numbers	9
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%
Class B Parts (Four Quarter Sales From 102 To 501 )	
Total In-Stock Value Of Inventory	9,956.93
12-Month Cost Of Sales	35,639.78
Turns	3.58
Total part Numbers	31
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%
Class C Parts (Four Quarter Sales From 37 To 101 )	
Total In-Stock Value Of Inventory	13,029.74
12-Month Cost Of Sales	123,380.28
Turns	9.47
Total part Numbers	79
Part Numbers with Zero On Hand	9
Fill Ratio	88.61%
Class D Parts (Four Quarter Sales From 14 To 36 )	
Total In-Stock Value Of Inventory	16,334.84
12-Month Cost Of Sales	87,202.37
Turns	5.34
Total part Numbers	172
Part Numbers with Zero On Hand	8
Fill Ratio	95.35%
Class E Parts (Four Quarter Sales From 0 To 13 )	
Total In-Stock Value Of Inventory	52,666.50
12-Month Cost Of Sales	101,627.01
Turns	1.93
Total part Numbers	1144
Part Numbers with Zero On Hand	64
Fill Ratio	94.41%

Zumbrota Ford Sales, LLC

True Turns/Fill Y Stock Status Source 2 07/31/2020

Scan Date: 07/31/20 Pearson Parts Will Be Grouped Under Class A Parts

Class A Parts  
 Total In-Stock Value Of Inventory ..... 2,038.94  
 12-Month Cost Of Sales ..... 10,133.30  
 Turns ..... 4.97  
 Total Part Numbers ..... 37  
 Part Numbers with Zero On Hand ..... 13  
 Fill Ratio ..... 64.86%

Class B Parts  
 Total In-Stock Value Of Inventory ..... 00  
 12-Month Cost Of Sales ..... 00  
 Turns ..... 00  
 Total Part Numbers ..... 0  
 Part Numbers with Zero On Hand ..... 0  
 Fill Ratio ..... 00%

Class C Parts  
 Total In-Stock Value Of Inventory ..... 00  
 12-Month Cost Of Sales ..... 00  
 Turns ..... 00  
 Total Part Numbers ..... 0  
 Part Numbers with Zero On Hand ..... 0  
 Fill Ratio ..... 00%

Class D Parts  
 Total In-Stock Value Of Inventory ..... 00  
 12-Month Cost Of Sales ..... 00  
 Turns ..... 00  
 Total Part Numbers ..... 0  
 Part Numbers with Zero On Hand ..... 0  
 Fill Ratio ..... 00%

Class E Parts  
 Total In-Stock Value Of Inventory ..... 00  
 12-Month Cost Of Sales ..... 00  
 Turns ..... 00  
 Total Part Numbers ..... 0  
 Part Numbers with Zero On Hand ..... 0  
 Fill Ratio ..... 00%

Zumbrota Ford Sales, LLC

Sales Summary - All Sources

07/31/2020

Scan Date: 07/31/2020

Counter Parts Sales	Retail	Wholesale
Total Pieces	117	183
Sales	\$ 6,649.96	\$ 3,278.13
Cost	3,929.81	2,817.40
Gross Profit	\$ 2,720.15	460.73
Profitability	40.90%	14.05%

Service Parts Sales	Retail	Warranty	Internal
Total Pieces	4885	1008	1829
Sales	\$ 98,939.86	\$ 27,478.52	\$ 50,080.96
Cost	72,066.38	16,508.19	35,118.78
Gross Profit	\$ 26,873.48	10,970.33	14,962.18
Profitability	27.16%	39.92%	29.88%

Body Shop Parts Sales	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$ .00	\$ .00	\$ .00
Cost	.00	.00	.00
Gross Profit	\$ .00	.00	.00
Profitability	.00%	.00%	.00%

Total Pieces	8022
Sales	186,427.43
Cost	130,440.56
Gross Profit	55,986.87
Profitability	30.03%
Gross Turn	.47
True Turn	.46
Return On Investment	20.12%

Zumbrota Ford Sales, LLC

Received Stock For Month

07/31/2020

Scan Date: 07/31/20  
For All Sources

& Total Pieces Cost

In Regular Stock .....	\$ 82,857.58	8,680	91.66
In Special Orders .....	\$ 45,355.36	788	8.32
In Emergency Purchases .....	\$ 19.26	2	.02
Total Stocked In .....	\$ 128,232.20	9,470	
Total Sold Out .....	\$ 130,440.56	8,022	84.71
Net Increase/Decrease .....	\$ -2,208.36	1,448	

Received Stock For Month

(07/31/2020 18:17:59)

Page 0011

Zumbrota Ford Sales, LLC

Parts On Purchase Orders/Service RO's 07/31/2020

Scan Date: 07/31/20

For All Sources

Nos.	Pcs.	Cost
45	20	528.60
2	0	.00
0	0	.00
152	361	10676.82
0	0	.00
0	0	.00

Total Of Parts On Regular Stock Orders

Of Parts On Special Order

Of Parts On Back Order

On Open Service R/O's

On Open Body Shop R/O's

Removed From Repair Orders

Zumbrota Ford Sales, LLC

07/31/2020

Inventory Analysis - All Sources

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	1161	14783	135,857.71	48.8%
From 4 Thru 6 Months	406	1097	29,227.51	10.5%
From 7 Thru 9 Months	270	730	18,221.91	6.5%
From 10 Thru 12 Months	244	568	19,521.24	7.0%
From 13 Thru 18 Months	354	1734	21,277.81	7.6%
From 19 Thru 24 Months	212	528	10,288.20	3.7%
Greater Than 24 Months	962	3909	43,834.75	15.8%

Total OF Parts Over 365 Days 1513 6156 75,388.76 27.1%

Total OF Parts and Cores 3609 23349 278,229.13 100.0%

OF Accessories/Other 0 0 0.00 0.0%

OF Cores (MEMO Line Only) 99 133 10,997.00 4.0%

Total OF Inventory Including Cores 3609 23349 278,229.13 100.0%

Total OF Lost Sales (Non-Stk) 4 5 230.00 0.1%

OF Lost Sales (Stock) 0 0 0.00 0.0%

Total OF Lost Sales (Non-Stk Value) 4 0 0.00 0.0%

OF Lost Sales (Stock Value) 0 0 0.00 0.0%

Total OF Returnable Items 2661 9175 136,866.72 49.2%

OF Last-Time Returnable 52 147 4,865.48 1.7%

OF Non-Returnable Items 827 13894 130,265.93 46.8%

Parts With Negative On-Hand 343 823 7,437.38 2.7%

Normal Stocking With 0 On-Hand 94 0 0.00 0.0%

Part Numbers Added W/O Stock 27 0 0.00 0.0%

Part Numbers Added With Stock 183 105 7,723.94 2.8%

Part Numbers Deleted 0 0 0.00 0.0%

Manual Adjustments Up (+)	362	1183	6,971.96	
Manual Adjustments Down (-)	39	91	3,290.97	
Total Normal Stocking Part Numbers	1472			273
Of On-Hand Stock At Current Cost	107,455.41			35,566.93
Of On-Hand Pieces	14277			
Current Month Unit Sales	3875			
Of 12-Month Unit Sales	43499			
Percent Of On-Hand To Unit Sales	304.7%			
Total Special Order & Other Non-Stocking	2132			608
Of On-Hand Stock At Current Cost	159,776.72			93,713.00
Of On-Hand Pieces	8939			
Current Month Unit Sales	849			
Of 12-Month Unit Sales	7156			
Percent Of On-Hand To Unit Sales	80.1%			

Zumbrota Ford Sales, LLC

True Turn/Fill Y Stock Status All Source 07/31/2020

Scan Date: 07/31/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 885 )	
Total In-Stock Value Of Inventory	15,467.40
12-Month Cost Of Sales	.00
Turns	.00
Total Part Numbers	46
Part Numbers with Zero On Hand	13
Fill Ratio	71.74%
Class B Parts (Four Quarter Sales From 398 To 885 )	
Total In-Stock Value Of Inventory	9,956.93
12-Month Cost Of Sales	1.00
Turns	.00
Total Part Numbers	31
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%
Class C Parts (Four Quarter Sales From 237 To 389 )	
Total In-Stock Value Of Inventory	13,029.74
12-Month Cost Of Sales	2.00
Turns	.00
Total Part Numbers	79
Part Numbers with Zero On Hand	9
Fill Ratio	88.61%
Class D Parts (Four Quarter Sales From 118 To 228 )	
Total In-Stock Value Of Inventory	16,334.84
12-Month Cost Of Sales	3.00
Turns	.00
Total Part Numbers	172
Part Numbers with Zero On Hand	8
Fill Ratio	95.35%
Class E Parts (Four Quarter Sales From 0 To 109 )	
Total In-Stock Value Of Inventory	52,666.50
12-Month Cost Of Sales	4.00
Turns	.00
Total Part Numbers	1144
Part Numbers with Zero On Hand	64
Fill Ratio	94.41%
True Turn/Fill Y Stock Status All Source (07/31/2020 18:18:00)	
Page 0014	

Zumbrota Ford Sales, LLC

07/31/2020

Sales Summary - Source 1

Scan Date: 07/31/20

Counter Parts Sales			
Total Pieces	101	154	
Sales	\$ 4,790.99	\$ 2,670.33	
Cost	2,873.05	2,288.86	
Gross Profit	\$ 1,917.94	\$ 381.47	
Profitability	40.03%	14.29%	
Wholesale			

Service Parts Sales			
Total Pieces	4561	982	1658
Sales	\$ 92,244.46	\$ 27,462.12	\$ 40,060.69
Cost	67,230.94	16,496.47	28,883.96
Gross Profit	\$ 25,013.52	\$ 10,965.65	\$ 11,176.73
Profitability	27.12%	39.93%	27.90%
Internal			

Body Shop Parts Sales			
Total Pieces	0	0	0
Sales	\$ .00	\$ .00	\$ .00
Cost	.00	.00	.00
Gross Profit	\$ .00	\$ .00	\$ .00
Profitability	.00%	.00%	.00%
Internal			

Total Pieces	7456	167,228.59	117,773.28	49,455.31	29.57%
Sales					
Cost					
Gross Profitability					
Gross Turn	.46				
True Turn	.46				
Return On Investment	19.30%				

Zumbrota Ford Sales, LLC

Sales Summary - Source 2 07/31/2020

Scan Date: 07/31/2020

Counter Parts Sales

Total Pieces	16	16	29
Sales	\$ 1,858.97	\$ 607.80	
Cost	1,056.76	528.54	
Gross Profit	\$ 802.21	79.26	
Profitability	43.15%	13.04%	

Wholesale

Service Parts Sales

Total Pieces	324	26	171
Sales	\$ 6,695.40	\$ 16.40	\$ 10,020.27
Cost	4,835.44	11.72	6,234.82
Gross Profit	\$ 1,859.96	4.68	3,785.45
Profitability	27.78%	28.54%	37.78%

Retail

Warranty

Internal

Body Shop Parts Sales

Total Pieces	0	0	0
Sales	\$ 1.00	\$ 1.00	\$ 1.00
Cost	1.00	1.00	1.00
Gross Profit	\$ 0.00	0.00	0.00
Profitability	0.00%	0.00%	0.00%

Retail

Warranty

Internal

Total Pieces	566	19,198.84	12,667.28	6,531.56	34.02%
Sales					
Cost					
Gross Profit					
Profitability					
Gross Turn	.58				
True Turn	.44				
Return On Investment	29.72%				

Zumbrota Ford Sales, LLC

Received Stock For Month

07/31/2020

Scan Date: 07/31/20

Source 1

In Regular Stock	\$ 82,479.24	8,656	93.85
In Special Orders	\$ 36,166.49	566	6.14
In Emergency Purchases	\$ .00	1	.01
Total Stocked In	\$ 118,645.73	9,223	
Total Sold Out	\$ 117,773.28	7,456	80.84
Net Increase/Decrease	\$ 872.45	1,767	

& Total

Source 2

In Regular Stock	\$ 378.34	24	9.72
In Special Orders	\$ 9,188.87	222	89.88
In Emergency Purchases	\$ 19.26	1	.40
Total Stocked In	\$ 9,586.47	247	
Total Sold Out	\$ 12,667.28	566	229.15
Net Increase/Decrease	\$ -3,080.81	-319	

& Total

Zumbrota Ford Sales, LLC

Parts On Purchase Orders/Service RO's

07/31/2020

Scan date:07/31/20

For Source 1

Total Of Parts On Regular Stock Orders	45	20	528.60
Of Parts On Special Order	2	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	131	308	10190.04
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

For Source 2

Total Of Parts On Regular Stock Orders	0	0	.00
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	21	53	486.78
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

Zumbrota Ford Sales, LLC

07/31/2020

Inventory Analysis - Source 1

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	1107	14025	126,124.12	49.2%
From 4 Thru 6 Months	389	1065	28,033.16	10.9%
From 7 Thru 9 Months	250	687	16,618.29	6.5%
From 10 Thru 12 Months	226	498	18,498.09	7.2%
From 13 Thru 18 Months	326	863	19,156.73	7.5%
From 19 Thru 24 Months	199	444	9,566.77	3.7%
Greater Than 24 Months	878	1745	38,231.53	14.9%

Total Of Parts Over 365 Days 1390 3039 66,955.03 26.1%

Total Of Parts and Cores 3375 19327 256,228.69 100.0%

Of Accessories/Other 0 0 0.00 0.0%

Of Cores (MEMO Line Only) 97 131 10,973.00 4.3%

Total Of Inventory Including Cores 3375 19327 256,228.69 100.0%

Total Of Lost Sales (Non-Stk) 4 5 230.00 0.1%

Of Lost Sales (Stock) 0 0 0.00 0.0%

Total Of Lost Sales (Non-Stk Value) 4 0 0.00 0.0%

Of Lost Sales (Stock Value) 0 0 0.00 0.0%

Total Of Returnable Items 2660 9174 136,799.73 53.4%

Of Last-Time Returnable 52 147 4,865.48 1.9%

Of Non-Returnable Items 596 9875 108,344.48 42.3%

Parts With Negative On-Hand 277 513 6,602.76 2.6%

Normal Stocking With 0 On-Hand 81 0 0.00 0.0%

Part Numbers Added W/O Stock 27 0 0.00 0.0%

Part Numbers Deleted 0 0 0.00 0.0%

Manual Adjustments Up (+) 289 778 4,102.19 1.5%

Manual Adjustments Down (-) 38 89 3,252.99 1.2%

Non-Ret 237

Total Normal Stocking Part Numbers	1435	105,416.47	33,582.98
Of On-Hand Stock At Current Cost	14174	3828	
Current Month Unit Sales	42947	303.0%	
Of 12-Month Unit Sales	5096	101.5%	
Percent Of On-Hand To Unit Sales			

Total Special Order & Other Non-Stocking 1924

Of On-Hand Stock At Current Cost 139,839.22

Of On-Hand Pieces 5022

Current Month Unit Sales 640

Of 12-Month Unit Sales 5096

Percent Of On-Hand To Unit Sales 101.5%

Total 400

Of On-Hand Stock At Current Cost 139,839.22

Of On-Hand Pieces 5022

Current Month Unit Sales 640

Of 12-Month Unit Sales 5096

Percent Of On-Hand To Unit Sales 101.5%

Total 400

Of On-Hand Stock At Current Cost 139,839.22

Of On-Hand Pieces 5022

Current Month Unit Sales 640

Of 12-Month Unit Sales 5096

Percent Of On-Hand To Unit Sales 101.5%

Zumbrota Ford Sales, LLC

Inventory Analysis - Source 2

07/31/2020

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	54	758	9,733.59	44.3%
From 4 Thru 6 Months	17	32	1,194.35	5.4%
From 7 Thru 9 Months	20	43	1,603.62	7.3%
From 10 Thru 12 Months	18	70	1,023.15	4.7%
From 13 Thru 18 Months	28	871	2,121.08	9.6%
From 19 Thru 24 Months	13	84	721.43	3.3%
Greater Than 24 Months	83	164	5,583.22	25.4%

Total Of Parts Over 365 Days	122	1117	8,413.73	38.3%
Of Ac/Of Over 365 Days	0	0	.00	.0%

Total Of Parts and Cores	233	2022	21,980.44	100.0%
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Of Accessories/Other	0	0	.00	.0%
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Of Cores (MEMO Line Only)	2	2	24.00	.1%
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Total Of Inventory Including Cores	233	2022	21,980.44	100.0%
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Total Of Lost Sales (Non-Stk)	0	0	.00	.0%
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Total Of Lost Sales (Stock)	0	0	.00	.0%
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Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
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Of Last Sales (Stock Value)	0	0	.00	.0%
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Total Of Returnable Items	1	1	66.99	.3%
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Of Last-Time Returnable	0	0	.00	.0%
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Of Non-Returnable Items	230	2019	21,901.45	99.6%
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Parts With Negative On-Hand	65	302	834.62	3.8%
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Normal Stocking With 0 On-Hand	13	0	.00	.0%
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Part Numbers Added With Stock	0	0	.00	.0%
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Part Numbers Deleted	0	0	.00	.0%
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Manual Adjustments Up (+)	73	405	2,869.77	
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Manual Adjustments Down (-)	1	2	37.98	
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Total Normal Stocking Part Numbers	37			36
Of On-Hand Stock At Current Cost	37		2,038.94	1,983.95
Of On-Hand Pieces	103		47	
Current Month Unit Sales	47		552	
Of 12-Month Unit Sales	552			
Percent Of On-Hand To Unit Sales			535.9%	
Total Special Order & Other Non-Stocking	207			207
Of On-Hand Stock At Current Cost	207		19,917.50	19,917.50
Of On-Hand Pieces	1917		209	
Current Month Unit Sales	209		1524	
Of 12-Month Unit Sales	1524			
Percent Of On-Hand To Unit Sales			79.5%	

Zumbrota Ford Sales, LLC

Inventory Analysis - Source 4

07/31/2020

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	0	0	0.00	.0%
From 4 Thru 6 Months	0	0	0.00	.0%
From 7 Thru 9 Months	0	0	0.00	.0%
From 10 Thru 12 Months	0	0	0.00	.0%
From 13 Thru 18 Months	0	0	0.00	.0%
From 19 Thru 24 Months	0	0	0.00	.0%
Greater Than 24 Months	1	2000	20.00	100.0%

Total Of Parts Over 365 Days	1	2000	20.00	100.0%
Of Ac/ot Over 365 Days	0	0	.00	.0%

Total Of Parts and Cores	1	2000	20.00	100.0%
Of Accessories/Other	0	0	.00	.0%
Of Cores (MEMO Line Only)	0	0	.00	.0%

Total Of Inventory Including Cores	1	2000	20.00	100.0%
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Total Of Lost Sales (Non-Stk)	0	0	0.00	.0%
Of Lost Sales (Stock)	0	0	0.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	0.00	.0%
Of Lost Sales (Stock Value)	0	0	0.00	.0%

Total Of Returnable Items	0	0	0.00	.0%
Of Last-Time Returnable	0	0	0.00	.0%
Of Non-Returnable Items	1	2000	20.00	100.0%

Parts With Negative On-Hand	0	0	0.00	.0%
Normal Stocking With 0 On-Hand	0	0	0.00	.0%
Part Numbers Added W/O Stock	0	0	0.00	.0%
Part Numbers Added With Stock	0	0	0.00	.0%
Part Numbers Deleted	0	0	0.00	.0%

Manual Adjustments Up (+)	0	0	0.00	.0%
Manual Adjustments Down (-)	0	0	0.00	.0%

Total Normal Stocking Part Numbers	0	0	0.00	.0%
Of On-Hand Stock At Current Cost	0	0	0.00	.0%
Of On-Hand Pieces	0	0	0.00	.0%
Current Month Unit Sales	0	0	0.00	.0%
Of 12-Month Unit Sales	0	0	0.00	.0%
Percent Of On-Hand To Unit Sales				

Total Special Order & Other Non-Stocking	1	1	20.00	1
Of On-Hand Stock At Current Cost	1	1	20.00	20.00
Of On-Hand Pieces	0	0	2000	
Current Month Unit Sales	0	0	0	
Of 12-Month Unit Sales	0	0	536	26.8%
Percent Of On-Hand To Unit Sales				

Non-Ret	0	0	0.00	
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Zumbrota Ford Sales, LLC

True Turns/Fill Y Stock Status Source 1 07/31/2020

Scan Date: 07/31/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 501)		Class B Parts (Four Quarter Sales From 102 To 501)		Class C Parts (Four Quarter Sales From 37 To 101)		Class D Parts (Four Quarter Sales From 14 To 36)		Class E Parts (Four Quarter Sales From 0 To 13)	
Total In-Stock Value Of Inventory	13,428.46	Total In-Stock Value Of Inventory	9,956.93	Total In-Stock Value Of Inventory	13,029.74	Total In-Stock Value Of Inventory	16,334.84	Total In-Stock Value Of Inventory	52,666.50
12-Month Cost Of Sales	67,705.72	12-Month Cost Of Sales	35,639.78	12-Month Cost Of Sales	123,380.28	12-Month Cost Of Sales	87,202.37	12-Month Cost Of Sales	101,627.01
Turns	5.04	Turns	3.58	Turns	9.47	Turns	5.34	Turns	1.93
Total Part Numbers	9	Total Part Numbers	31	Total Part Numbers	79	Total Part Numbers	172	Total Part Numbers	1144
Part Numbers with Zero On Hand	0	Part Numbers with Zero On Hand	0	Part Numbers with Zero On Hand	9	Part Numbers with Zero On Hand	8	Part Numbers with Zero On Hand	64
Fill Ratio	100.00%	Fill Ratio	100.00%	Fill Ratio	88.61%	Fill Ratio	95.35%	Fill Ratio	94.41%

Zumbrota Ford Sales, LLC

True Turns/Fill Y Stock Status Source 2 07/31/2020

Scan Date: 07/31/20 Pearson Parts Will Be Grouped Under Class A Parts

Class A Parts	
Total In-Stock Value Of Inventory	2,038.94
12-Month Cost Of Sales	10,133.30
Turns	4.97
Total Part Numbers	37
Part Numbers with Zero On Hand	13
Fill Ratio	64.86%
Class B Parts	
Total In-Stock Value Of Inventory	.00
12-Month Cost Of Sales	.00
Turns	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio	.00%
Class C Parts	
Total In-Stock Value Of Inventory	.00
12-Month Cost Of Sales	.00
Turns	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio	.00%
Class D Parts	
Total In-Stock Value Of Inventory	.00
12-Month Cost Of Sales	.00
Turns	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio	.00%
Class E Parts	
Total In-Stock Value Of Inventory	.00
12-Month Cost Of Sales	.00
Turns	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio	.00%

Zumbrota Ford Sales, LLC

Sales Summary - All Sources

07/31/2020

Scan Date: 07/31/20

Counter Parts Sales

Total Pieces	117	183
Sales	\$ 6,649.96	\$ 3,278.13
Cost	3,929.81	2,817.40
Gross Profit	\$ 2,720.15	460.73
Profitability	40.90%	14.05%

Service Parts Sales

Total Pieces	4885	1008
Sales	\$ 98,939.86	\$ 27,478.52
Cost	72,066.38	16,508.19
Gross Profit	\$ 26,873.48	10,970.33
Profitability	27.16%	39.92%

Body Shop Parts Sales

Total Pieces	0	0
Sales	\$ 0.00	\$ 0.00
Cost	0.00	0.00
Gross Profit	\$ 0.00	0.00
Profitability	0.00%	0.00%

Total Pieces

Total Pieces	8022
Sales	186,427.43
Cost	130,440.56
Gross Profit	55,986.87
Profitability	30.03%
Gross Turn	.47
True Turn	.46
Return On Investment	20.12%

Zumbrota Ford Sales, LLC

Received Stock For Month

07/31/2020

Scan Date: 07/31/20  
For All Sources

% Total  
Pieces

91.66

8.32

.02

84.71

8,680

45,355.36

19.26

8,470

130,440.56

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Zumbrota Ford Sales, LLC

Parts On Purchase Orders/Service RO's 07/31/2020

Scan Date:07/31/20

For All Sources

Nos.	Pcs.	Cost
45	20	528.60
2	0	.00
0	0	.00
152	361	10676.82
0	0	.00
0	0	.00

Total Of Parts On Regular Stock Orders

Of Parts On Special Order

Of Parts On Back Order

On Open Service R/O's

On Open Body R/O's

Removed From Repair Orders

Zumbrota Ford Sales, LLC

07/31/2020

Inventory Analysis - All Sources

Scan Date: 07/31/20

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	1161	14783	135,857.71	48.8%
From 4 Thru 6 Months	406	1097	29,227.51	10.5%
From 7 Thru 9 Months	270	730	18,221.91	6.5%
From 10 Thru 12 Months	244	568	19,521.24	7.0%
From 13 Thru 18 Months	354	1734	21,277.81	7.6%
From 19 Thru 24 Months	212	528	10,288.20	3.7%
Greater Than 24 Months	962	3909	43,834.75	15.8%

Total OF Parts Over 365 Days 1513 6156 75,388.76 27.1%

Total OF Parts and Cores 3609 23349 278,229.13 100.0%

OF Accessories/Other 0 0 0.00 0.0%

OF Cores (MEMO Line Only) 99 133 10,997.00 4.0%

Total OF Inventory Including Cores 3609 23349 278,229.13 100.0%

Total OF Lost Sales (Non-Stk) 4 5 230.00 0.1%

OF Lost Sales (Stock) 0 0 0.00 0.0%

Total OF Lost Sales (Non-Stk Value) 4 0 0.00 0.0%

OF Lost Sales (Stock Value) 0 0 0.00 0.0%

Total OF Returnable Items 2661 9175 136,866.72 49.2%

OF Last-Time Returnable 52 147 4,865.48 1.7%

OF Non-Returnable Items 827 13894 130,265.93 46.8%

Parts With Negative On-Hand 343 823 7,437.38 2.7%

Normal Stocking With 0 On-Hand 94 0 0.00 0.0%

Part Numbers Added W/O Stock 27 0 0.00 0.0%

Part Numbers Added With Stock 183 105 7,723.94 2.8%

Part Numbers Deleted 0 0 0.00 0.0%

Manual Adjustments Up (+) 362 1183 6,971.96

Manual Adjustments Down (-) 39 91 3,290.97

Total Normal Stocking Part Numbers 1472

OF On-Hand Stock At Current Cost 107,455.41

Current Month Unit Sales 3875

OF 12-Month Unit Sales 43499

Percent OF On-Hand To Unit Sales 304.7%

Total Special Order & Other Non-Stocking 2132

OF On-Hand Stock At Current Cost 159,776.72

Current Month Unit Sales 849

Percent OF On-Hand To Unit Sales 80.1%

Inventory Analysis - All Sources (07/31/2020 18:17:59) Page 0013

Non-Ret 273 35,566.93

608 93,713.00

Zumbrota Ford Sales, LLC

True Turn/Fill Y Stock Status All Source 07/31/2020

Scan Date: 07/31/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 885 )  
 Total In-Stock Value Of Inventory ..... 15,467.40  
 12-Month Cost Of Sales ..... .00  
 Turns ..... .00  
 Total Part Numbers ..... 46  
 Part Numbers with Zero On Hand ..... 13  
 Fill Ratio ..... 71.74%

Class B Parts (Four Quarter Sales From 398 To 885 )  
 Total In-Stock Value Of Inventory ..... 9,956.93  
 12-Month Cost Of Sales ..... 1.00  
 Turns ..... .00  
 Total Part Numbers ..... 31  
 Part Numbers with Zero On Hand ..... 0  
 Fill Ratio ..... 100.00%

Class C Parts (Four Quarter Sales From 237 To 389 )  
 Total In-Stock Value Of Inventory ..... 13,029.74  
 12-Month Cost Of Sales ..... 2.00  
 Turns ..... .00  
 Total Part Numbers ..... 79  
 Part Numbers with Zero On Hand ..... 9  
 Fill Ratio ..... 88.61%

Class D Parts (Four Quarter Sales From 118 To 228 )  
 Total In-Stock Value Of Inventory ..... 16,334.84  
 12-Month Cost Of Sales ..... 3.00  
 Turns ..... .00  
 Total Part Numbers ..... 172  
 Part Numbers with Zero On Hand ..... 8  
 Fill Ratio ..... 95.35%

Class E Parts (Four Quarter Sales From 0 To 109 )  
 Total In-Stock Value Of Inventory ..... 52,666.50  
 12-Month Cost Of Sales ..... 4.00  
 Turns ..... .00  
 Total Part Numbers ..... 1144  
 Part Numbers with Zero On Hand ..... 64  
 Fill Ratio ..... 94.41%