

Tim Short Motors, LLC

Sales Summary - Source 1

10/31/2020

Scan Date:10/31/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	130	112
Sales	\$ 3,925.28	1,902.33
Cost	1,698.96	1,454.83
Gross Profit	\$ 2,226.32	447.50
Profitability	56.72%	23.52%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	535	161	376
Sales	\$ 6,793.86	15,619.13	9,814.95
Cost	5,017.82	11,579.58	7,260.41
Gross Profit	\$ 1,776.04	4,039.55	2,554.54
Profitability	26.14%	25.86%	26.03%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	12	9
Sales	\$.00	124.94	87.78
Cost .....	.00	97.50	62.68
Gross Profit	\$.00	27.44	25.10
Profitability .....	.00%	21.96%	28.59%

Total Pieces	1335
Sales	38,268.27
Cost	27,171.78
Gross	11,096.49
Profitability	29.00%
Gross Turn .....	.07
True Turn .....	.08
Return On Investment	2.86%

Tim Short Motors, LLC

Sales Summary - Source 2

10/31/2020

Scan Date:10/31/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	193	175
Sales	\$ 13,629.34	11,184.12
Cost	10,632.51	9,321.18
Gross Profit	\$ 2,996.83	1,862.94
Profitability	21.99%	16.66%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	13	0	7
Sales	\$ 70.50	.00	28.73
Cost	38.33	.00	20.23
Gross Profit	\$ 32.17	.00	8.50
Profitability	45.63%	.00%	29.59%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	922	423	601
Sales	\$ 22,921.94	33,676.87	18,127.49
Cost	17,000.81	25,296.78	14,875.12
Gross Profit	\$ 5,921.13	8,380.09	3,252.37
Profitability	25.83%	24.88%	17.94%

Total Pieces.....	2334
Sales	99,638.99
Cost	77,184.96
Gross	22,454.03
Profitability	22.54%
Gross Turn .....	.35
True Turn .....	.39
Return On Investment	10.31%

Tim Short Motors, LLC

Sales Summary - Source 9

10/31/2020

Scan Date:10/31/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	0	0
Sales	\$.00	.00
Cost .....	.00	.00
Gross Profit	\$.00	.00
Profitability .....	.00%	.00%

Service 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%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	2	0	0
Sales	\$ 38.14	.00	.00
Cost	7.25	.00	.00
Gross Profit	\$ 30.89	.00	.00
Profitability	80.99%	.00%	.00%

Total Pieces	2
Sales	38.14
Cost	7.25
Gross	30.89
Profitability	80.99%
Gross Turn .....	.01
True Turn .....	.00
Return On Investment	5.07%

Tim Short Motors, LLC

Receipted Stock For Month

10/31/2020

Scan Date:10/31/20

Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 11,676.61	971	82.78
In Special Orders	\$ 17,793.27	201	17.14
In Emergency Purchases	\$ 4.15	1	.09
Total Stocked In	\$ 29,474.03	1,173	
Total Sold Out	\$ 27,171.78	1,335	113.81
Net Increase/Decrease	\$ 2,302.25	-162	

Source 2

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 15,657.63	2,436	79.79
In Special Orders	\$ 68,538.72	606	19.85
In Emergency Purchases	\$ 524.30	11	.36
Total Stocked In	\$ 84,720.65	3,053	
Total Sold Out	\$ 77,184.96	2,334	76.45
Net Increase/Decrease	\$ 7,535.69	719	

Tim Short Motors, LLC

Parts On Purchase Orders/Service RO's

10/31/2020

Scan Date:10/31/20

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	1	3	351.06
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	59	104	7763.75
On Open Body Shop R/O's	1	2	.50
Removed From Repair Orders	0	0	.00

For Source 2

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	540	2361	40905.69
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	2	7	67.10
On Open Body Shop R/O's	139	271	24014.20
Removed From Repair Orders	0	0	.00

Tim Short Motors, LLC

Inventory Analysis - Source 1

10/31/2020

Scan Date:10/31/20

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	254	4604	37,830.76	9.7%
From 4 Thru 6 Months	142	665	13,416.34	3.5%
From 7 Thru 9 Months	508	1681	25,479.47	6.6%
From 10 Thru 12 Months	1308	3234	51,311.65	13.2%
From 13 Thru 18 Months	189	660	14,385.44	3.7%
From 19 Thru 24 Months	99	260	5,153.70	1.3%
Greater Than 24 Months	4708	13473	240,723.70	62.0%
Total Of Parts Over 365 Days	4912	14287	251,889.94	64.9%
Of Ac/Ot Over 365 Days	55	75	8,372.90	2.2%
Total Of Parts and Cores.....	7106	24413	370,192.71	95.3%
Of Accessories/Other.....	102	164	18,108.35	4.7%
Of Cores (MEMO Line Only) ..	56	62	{ 13,672.00 }	3.5%
Total Of Inventory Including Cores	7208	24577	388,301.06	100.0%
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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.....	4666	14824	281,599.15	72.5%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	2502	9691	95,314.91	24.5%
Parts With Negative On-Hand.....	2	4	1.10	.0%
Normal Stocking With 0 On-Hand....	129	0	.00	.0%
Part Numbers Added W/O Stock	52	0	.00	.0%
Part Numbers Added With Stock	12	4	1,134.74	.3%
Part Numbers Deleted	2506	0	.00	.0%
Manual Adjustments Up (+)	20	106	3,646.00	
Manual Adjustments Down (-)	78	171	3,473.68	

		Non-Ret
Total Normal Stocking Part Numbers	242	82
Of On-Hand Stock At Current Cost	14,602.85	6,066.19
Of On-Hand Pieces	3765	
Current Month Unit Sales	869	
Of 12-Month Unit Sales	11107	
Percent Of On-Hand To Unit Sales	295.0%	
Total Special Order & Other Non-Stocking	7039	2476
Of On-Hand Stock At Current Cost	360,026.21	89,053.72
Of On-Hand Pieces	20750	
Current Month Unit Sales	124	
Of 12-Month Unit Sales	1256	
Percent Of On-Hand To Unit Sales	6.1%	

Tim Short Motors, LLC

Inventory Analysis - Source 2

10/31/2020

Scan Date:10/31/20

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	668	6400	90,105.95	41.4%
From 4 Thru 6 Months	317	1025	24,743.57	11.4%
From 7 Thru 9 Months	166	395	13,016.30	6.0%
From 10 Thru 12 Months	173	428	11,142.67	5.1%
From 13 Thru 18 Months	338	1038	22,899.34	10.5%
From 19 Thru 24 Months	394	2438	29,181.58	13.4%
Greater Than 24 Months	366	1037	26,644.80	12.2%
Total Of Parts Over 365 Days	1080	4490	78,275.72	36.0%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	2422	12761	217,734.21	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	80	98	{ 30,011.00}	13.8%
Total Of Inventory Including Cores	2422	12761	217,734.21	100.0%
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Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	2	2	28.70	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	2	19	139.15	.1%
Total Of Returnable Items.....	1746	4735	131,347.55	60.3%
Of Last-Time Returnable.....	151	367	16,116.34	7.4%
Of Non-Returnable Items.....	474	7561	52,592.32	24.2%
Parts With Negative On-Hand.....	30	52	4,071.44	1.9%
Normal Stocking With 0 On-Hand....	111	0	.00	.0%
Part Numbers Added W/O Stock	16	0	.00	.0%
Part Numbers Added With Stock	157	31	6,673.07	3.1%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	46	163	2,446.94	
Manual Adjustments Down (-)	66	116	7,088.07	

		Non-Ret
Total Normal Stocking Part Numbers	582	216
Of On-Hand Stock At Current Cost	47,339.83	21,018.11
Of On-Hand Pieces	6240	
Current Month Unit Sales	1328	
Of 12-Month Unit Sales	14687	
Percent Of On-Hand To Unit Sales	235.4%	
Total Special Order & Other Non-Stocking	1871	302
Of On-Hand Stock At Current Cost	140,383.38	30,516.21
Of On-Hand Pieces	6423	
Current Month Unit Sales	426	
Of 12-Month Unit Sales	4734	
Percent Of On-Hand To Unit Sales	73.7%	

Tim Short Motors, LLC

Inventory Analysis - Source 9

10/31/2020

Scan Date:10/31/20

	Part No's	Pcs	Total Cost	% Of Total
From 0 Thru 3 Months	0	0	.00	.0%
From 4 Thru 6 Months	0	0	.00	.0%
From 7 Thru 9 Months	2	5	536.69	88.0%
From 10 Thru 12 Months	0	0	.00	.0%
From 13 Thru 18 Months	0	0	.00	.0%
From 19 Thru 24 Months	0	0	.00	.0%
Greater Than 24 Months	1	1	73.00	12.0%
Total Of Parts Over 365 Days	1	1	73.00	12.0%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	3	6	609.69	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	0	0	.00	.0%
Total Of Inventory Including Cores	3	6	609.69	100.0%
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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.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	3	6	609.69	100.0%
Parts With Negative On-Hand.....	0	0	.00	.0%
Normal Stocking With 0 On-Hand....	0	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 (+)	0	0	.00	
Manual Adjustments Down (-)	0	0	.00	

		Non-Ret
Total Normal Stocking Part Numbers	0	0
Of On-Hand Stock At Current Cost .....	.00	.00
Of On-Hand Pieces	0	
Current Month Unit Sales	0	
Of 12-Month Unit Sales	0	
Percent Of On-Hand To Unit Sales .....	.0%	
Total Special Order & Other Non-Stocking	3	3
Of On-Hand Stock At Current Cost	609.69	609.69
Of On-Hand Pieces	6	
Current Month Unit Sales	0	
Of 12-Month Unit Sales	0	
Percent Of On-Hand To Unit Sales .....	.0%	

Tim Short Motors, LLC

True Turns/Fill Y Stock Status Source 1

10/31/2020

Scan Date:10/31/20 Pearson Parts Will Be Grouped Under Class A Parts

Class A Parts

Total In-Stock Value Of Inventory	14,602.85
12-Month Cost Of Sales	109,094.19
Turns	7.47
 Total Part Numbers	 242
Part Numbers with Zero On Hand	129
Fill Ratio	46.69%

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%

Tim Short Motors, LLC

True Turns/Fill Y Stock Status Source 2

10/31/2020

Scan Date:10/31/20 Pearson Parts Will Be Grouped Under Class A Parts

Class A Parts

Total In-Stock Value Of Inventory	47,339.83
12-Month Cost Of Sales	186,229.40
Turns	3.93
Total Part Numbers	582
Part Numbers with Zero On Hand	111
Fill Ratio	80.93%

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%

Tim Short Motors, LLC

Sales Summary - All Sources

10/31/2020

Scan Date:10/31/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	323	287
Sales	\$ 17,554.62	13,086.45
Cost	12,331.47	10,776.01
Gross Profit	\$ 5,223.15	2,310.44
Profitability	29.75%	17.66%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	548	161	383
Sales	\$ 6,864.36	15,619.13	9,843.68
Cost	5,056.15	11,579.58	7,280.64
Gross Profit	\$ 1,808.21	4,039.55	2,563.04
Profitability	26.34%	25.86%	26.04%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	924	435	610
Sales	\$ 22,960.08	33,801.81	18,215.27
Cost	17,008.06	25,394.28	14,937.80
Gross Profit	\$ 5,952.02	8,407.53	3,277.47
Profitability	25.92%	24.87%	17.99%

Total Pieces	3671
Sales	137,945.40
Cost	104,363.99
Gross	33,581.41
Profitability	24.34%
Gross Turn .....	.17
True Turn .....	.19
Return On Investment	5.54%

Tim Short Motors, LLC

Received Stock For Month

10/31/2020

Scan Date:10/31/20

For All Sources

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 27,334.24	3,407	80.62
In Special Orders	\$ 86,331.99	807	19.10
In Emergency Purchases	\$ 528.45	12	.28
Total Stocked In	\$ 114,194.68	4,226	
Total Sold Out	\$ 104,363.99	3,671	86.87
Net Increase/Decrease	\$ 9,830.69	555	

Tim Short Motors, LLC

Parts On Purchase Orders/Service RO's

10/31/2020

Scan Date:10/31/20

For All Sources

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	541	2364	41256.75
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	61	111	7830.85
On Open Body Shop R/O's	140	273	24014.70
Removed From Repair Orders	0	0	.00

Tim Short Motors, LLC

Inventory Analysis - All Sources

10/31/2020

Scan Date:10/31/20

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	922	11004	127,936.71	21.1%
From 4 Thru 6 Months	459	1690	38,159.91	6.3%
From 7 Thru 9 Months	676	2081	39,032.46	6.4%
From 10 Thru 12 Months	1481	3662	62,454.32	10.3%
From 13 Thru 18 Months	527	1698	37,284.78	6.1%
From 19 Thru 24 Months	493	2698	34,335.28	5.7%
Greater Than 24 Months	5075	14511	267,441.50	44.1%
Total Of Parts Over 365 Days	5993	18778	330,238.66	54.4%
Of Ac/Ot Over 365 Days	55	75	8,372.90	1.4%
Total Of Parts and Cores.....	9531	37180	588,536.61	97.0%
Of Accessories/Other.....	102	164	18,108.35	3.0%
Of Cores (MEMO Line Only) ..	136	160	{ 43,683.00}	7.2%
Total Of Inventory Including Cores	9633	37344	606,644.96	100.0%
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Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	2	2	28.70	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value)..	2	19	139.15	.0%
Total Of Returnable Items.....	6412	19559	412,946.70	68.1%
Of Last-Time Returnable.....	151	367	16,116.34	2.7%
Of Non-Returnable Items.....	2979	17258	148,516.92	24.5%
Parts With Negative On-Hand.....	32	56	4,072.54	.7%
Normal Stocking With 0 On-Hand....	240	0	.00	.0%
Part Numbers Added W/O Stock	68	0	.00	.0%
Part Numbers Added With Stock	169	35	7,807.81	1.3%
Part Numbers Deleted	2506	0	.00	.0%
Manual Adjustments Up (+)	66	269	6,092.94	
Manual Adjustments Down (-)	144	287	10,561.75	

		Non-Ret
Total Normal Stocking Part Numbers	824	298
Of On-Hand Stock At Current Cost	61,942.68	27,084.30
Of On-Hand Pieces	10005	
Current Month Unit Sales	2197	
Of 12-Month Unit Sales	25794	
Percent Of On-Hand To Unit Sales	257.8%	
Total Special Order & Other Non-Stocking	8913	2781
Of On-Hand Stock At Current Cost	501,019.28	120,179.62
Of On-Hand Pieces	27179	
Current Month Unit Sales	550	
Of 12-Month Unit Sales	5990	
Percent Of On-Hand To Unit Sales	22.0%	

Tim Short Motors, LLC

True Turn/Fill Y Stock Status All Source

10/31/2020

Scan Date:10/31/20 Pearson Parts Will Be Grouped Under Class A Parts

Class A Parts

Total In-Stock Value Of Inventory	61,942.68
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	824
Part Numbers with Zero On Hand	240
Fill Ratio	70.87%

Class B Parts

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales	1.00
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	2.00
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	3.00
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	4.00
Turns .....	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%