

Tim Short Motors, LLC

Sales Summary - Source 2

03/31/2021

Scan Date:03/31/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces	147	77
Sales	\$ 9,121.63	6,248.81
Cost	7,183.73	5,104.78
Gross Profit	\$ 1,937.90	1,144.03
Profitability	21.25%	18.31%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	7	21	0
Sales	\$ 60.30	433.79	.00
Cost	36.25	309.85	.00
Gross Profit	\$ 24.05	123.94	.00
Profitability	39.88%	28.57%	.00%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	740	244	212
Sales	\$ 16,329.47	31,465.48	7,977.09
Cost	11,122.08	23,789.77	6,190.04
Gross Profit	\$ 5,207.39	7,675.71	1,787.05
Profitability	31.89%	24.39%	22.40%

Total Pieces	1448
Sales	71,636.57
Cost	53,736.50
Gross	17,900.07
Profitability	24.99%
Gross Turn21
True Turn20
Return On Investment	6.96%

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Inventory Analysis - Source 2

03/31/2021

Scan Date:03/31/21

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	529	5972	72,927.97	28.4%
From 4 Thru 6 Months	373	1110	42,877.69	16.7%
From 7 Thru 9 Months	308	746	27,090.43	10.5%
From 10 Thru 12 Months	157	507	13,279.62	5.2%
From 13 Thru 18 Months	298	694	30,549.71	11.9%
From 19 Thru 24 Months	278	1626	20,235.37	7.9%
Greater Than 24 Months	684	2576	50,219.78	19.5%
Total Of Parts Over 365 Days	1241	4875	100,754.86	39.2%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	2627	13231	257,180.57	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	89	110	{ 40,470.00}	15.7%
Total Of Inventory Including Cores	2627	13231	257,180.57	100.0%
Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	2	2	29.15	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	2	18	117.95	.0%
Total Of Returnable Items.....	1924	5089	157,888.82	61.4%
Of Last-Time Returnable.....	149	378	14,752.84	5.7%
Of Non-Returnable Items.....	505	7654	54,721.91	21.3%
Parts With Negative On-Hand.....	55	88	6,400.38	2.5%
Normal Stocking With 0 On-Hand....	139	0	.00	.0%
Part Numbers Added W/O Stock	21	0	.00	.0%
Part Numbers Added With Stock	102	32	1,626.62	.6%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	13	15	1,158.84	
Manual Adjustments Down (-)	33	54	3,240.87	

Total Normal Stocking Part Numbers	693	Non-Ret 227
Of On-Hand Stock At Current Cost	57,680.64	24,186.36
Of On-Hand Pieces	7703	
Current Month Unit Sales	1318	
Of 12-Month Unit Sales	14125	
Percent Of On-Hand To Unit Sales	183.4%	
Total Special Order & Other Non-Stocking	1984	339
Of On-Hand Stock At Current Cost	159,029.93	30,517.55
Of On-Hand Pieces	5418	
Current Month Unit Sales	47	
Of 12-Month Unit Sales	680	
Percent Of On-Hand To Unit Sales	12.6%	