

Data Intake Template- Lending Assistant

PAGE 1 – APPLICATION FOR CREDIT –

Prepared by: (blank) **Date:** (blank)

A. BORROWER DETAILS

Field	Value
Borrower Name	Stampede Auto Parts Inc.
Fiscal Year End	December 31
Date of Application	December 29, 2019
Risk Rating	Low Risk (2)
Type of Business	Automotive parts distributor and manufacturer
New or Existing Business	Existing
Related Borrowings	Rally Holdings Ltd. – Commercial mortgages totaling \$753,000
NAICS Code	441310 Automotive Parts and Accessories Stores
Borrower Address	123 Alphabet Lane, Detroit, MI
Telephone #	###-###-#### (masked)
Cell Phone #	###-###-#### (masked)
Email Address	(blank)
Fax #	(blank)
Branch Number	(blank)
Account Number	(blank)

B. OWNERSHIP

Name	Position	Date of Birth	% Ownership	Tangible Net Worth
Rolan Ramsay	CEO, Director	19/04/1954	12.5%	3,101,084
Rachel Ramsay	Director	05/09/1957	12.5%	3,101,084
Ronald Ramsay Trust	Non-voting	N/A	25.0%	(blank)
Rina Ramsay Trust	Non-voting	N/A	25.0%	(blank)
Robyn Ramsay Trust	Non-voting	N/A	25.0%	(blank)

C. LOAN PURPOSE AND STRUCTURE

Loan Purpose

This request serves two purposes:

- Offer a fixed term loan of **\$5 million** to replace heavily depreciated equipment.
- Perform an annual review of an existing line of credit.

Term Loan (Fixed)

Field	Value
Loan Term	5 Years
Max Loan Amount	\$5,000,000
Amortization	Term – 60 Months
Payment Terms	Blended Monthly
Payment Amount	Equal Amortization
Interest Rate	3.35%
Application Fee	\$5,000
Fees	Annual review \$500

PAGE 2 – LINE OF CREDIT

Line of Credit

Field	Value
Loan Type	Line of Credit
Loan Term	Demand
Max Loan Amount	\$1,500,000
Amortization	N/A
Payment Terms	Interest Monthly
Payment Amount	Interest Monthly
Interest Rate	Prime + 1.5%
Application Fee	N/A
Fees	Monthly maintenance of \$250

D. BORROWER HISTORY AND BACKGROUND

Stampede Auto Parts Inc. ("Stampede") founded by Rolan Ramsay 30 years ago.
Key points extracted:

- Wholesales and retools automotive equipment, parts, supplies to dealerships, repair shops, municipalities, corporate fleets.
- Manufactures aftermarket car parts.
- 7 locations across Michigan and Indiana.
- Distributor for OEM Ford & Lincoln OEM parts + accessories.
- Distributor of foreign auto parts (European/Asian).
- Family-owned, 100+ employees.
- Rolan & Rachel founded **Rally Holdings Ltd.** (real estate holding company).

Rally Holdings Ltd. details:

- Owns/operates property at 123 Alphabet Lane.
- 20,000 sq ft building (8,000 office / 12,000 warehouse).

- Stampede occupies 14,000 sq ft (~70%).
 - Building value: \$1.5M.
 - Owns 2 smaller warehouses worth \$650,000.
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PAGE 3 – INDUSTRY ANALYSIS (PESTEL)

Political

- Minimum wage changes may affect profitability (Indiana).

Economic

- Stronger economy boosts spending → benefits dealerships & repair shops → helps Stampede.

Social

- Consumers repairing more cars → increased demand.
- New eco-friendly vehicles changing parts needs.

Technological

- Cars increasingly complex → proprietary diagnostics benefit suppliers.
- Inventory management tech boosts operational efficiency.

Environmental

- Seasonal weather changes drive parts demand.
- Must adapt inventory to eco-friendly car trends.

Legal

- Must follow safety & carbon emissions regulations.
- Must follow state-by-state regulation differences.

Industry summary:

- Mature industry, few large players, low revenue volatility.
 - Entrants growing at 0.3% annually.
 - Competitors expanding into public sector & large repair shops.
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PAGE 4 – BUSINESS ANALYSIS

Competitors

- Carma Auto Parts
- Eagle Auto Parts

Customers

- 70%: Ford dealerships (MI & IN)
- 12%: Autobody shops
- 10%: Municipalities
- 8%: Corporate fleets

Suppliers

- OEM Ford Motor Company
- Genuine Ford & Lincoln OEM parts
- Also PartsCo, TruckCo, MatCareCo, MechaCarParts Corp.

Strategy Summary

- Grow client base, long-term contracts.
 - Expand into heavy truck parts.
 - Replace depreciated equipment.
 - Improve online presence & ordering systems.
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PAGE 5 – CRITICAL SUCCESS FACTORS & MANAGEMENT ANALYSIS

Critical Success Factors (CSF)

CSF	How Stampede Meets It
Loyal customer base	Long-term contracts, strong reputation
Brand names	Major Ford & Lincoln OEM distributor
Distribution agreements	Supplier agreements with auto repair shops
Cost-effective distribution	Online + physical warehouses, strong IT

Management Team

Rolan Ramsay – CEO

40 years experience, manages key relationships.

Robyn Ramsay – CFO/COO

Engineering degree, 10+ years experience.

Ronald Ramsay – Head of Sales

MBA, manages contracts.

Rina Ramsay – IT Manager

BBA, experience at AT&T & electric utilities; built online system.

Rachel Ramsay – Bookkeeper

Since business start; transferring duties to Robyn.

Succession planning risk noted.

PAGE 6 – FINANCIAL ANALYSIS

Profitability

- Sales ↑ 10% in 2019 due to new Indiana customers.
- Consistent loyal customer base.
- GPM 38.67%–38.72% (down from 39.83% in 2017).
- NPM declining: 12.02% (2017) → 11.39% (2018) → 10.36% (2019).

Management Forecast

- Forecasts extend to 2022; expansions expected to increase profits.
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PAGE 7 – ADDITIONAL FINANCIAL ANALYSIS

Inventory

- Inventory decreased from \$4.841M (2018) → \$4.721M (2019).
- Strong inventory systems.
- No slow-moving/obsolete inventory identified.

Accounts Receivable

- 2017–2019: \$2.313M → \$3.061M → \$3.351M.

- Slight increase, normal for growth.

Accounts Payable

- Decreased from 48 → 41 → 39 days (2017–2019).
- Expected to maintain current levels.

Liquidity

- Working capital ratio: 2.1 → 2.6 → 3.1.
- Quick ratio: 1.0 → 1.5 → 2.0.

Solvency

- Funded debt to EBITDA: Decreasing to 0.4 in 2019.
 - DSCR: Increasing to 3.50 in 2019.
 - Industry benchmark: 1.2.
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PAGE 8 – FINANCIAL TABLE & SECURITY

Financial Table (\$000s)

Metric	2019	2018	2017	Industry Benchmark
Sales	35,961	32,692	27,851	—
Net Profit	3,727	3,722	3,349	—
Owners' equity	13,755	10,303	7,234	—
Working capital \$	10,740	8,079	4,729	—
Working capital ratio	3.1	2.6	2.1	1.6

Operating cash flow \$	5,525	4,176	4,187	—
Funded debt/EBITDA	0.4	0.5	0.6	3.8
Debt service coverage	3.50	2.95	3.38	1.2

Turnover

- A/R: 34 → 30 → 24 days
- Inventory: 78 → 88 → 90 days
- Payables: 39 → 41 → 48 days

Security

Personal Guarantees:

Rolan Ramsay – Unlimited – PNW 3,101,084
 Rachel Ramsay – Unlimited – PNW 3,101,084
 Rally Holdings Ltd. – Corporate – Joint and several

Collateral:

- Inventory @ 50% to max \$2,500,000
- AR < 90 days @ 50%

PAGE 9 – COVENANTS, CONDITIONS, ENVIRONMENTAL, RECOMMENDATION

Financial Covenants

- Debt to Equity: ≤ 0.75
- DSCR ≥ 1.20

- Working capital ratio ≥ 3.0
- Funded debt/EBITDA ≤ 1.5
- Minimum shareholder equity: (blank)
- Shareholder withdrawals: (blank)

Reporting Covenants

Within 90 days of FYE:

- Engagement year-end financial statements
- Unaudited interim statements quarterly
- Notify of major customer/supplier changes
- All taxes must be filed

Environmental Comments

- Site visit 15 December – no issues requiring environmental assessment.

Conclusion & Recommendation

Term Loan – Fixed

Recommend approval based on:

- Good history
- Strong financials
- Strong reputation and strategy

Line of Credit – Annual Review

- Forecasts declining but company remains profitable.
- Recommend continuing line at existing amount.