NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

			Page	Colm	Line
Service Warranty Sales	+	409,316	6	YTD	27
Parts Warranty Sales	+	355,454	6	YTD	45
Body Shop Parts Warranty Sales	+	0		YTD	
Body Shop Service Warranty Sales	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	764,770			
Statement Month	÷	9			
Average YTD Warranty Sales	=	84,974			
Factor	×	25.0%			
Your Guide	=	21,244 A			

Your Factor for Warranty Claims Receivable is :

25.0% if paid weekly
50.0% if paid semi-monthly
100.0% if paid monthly

Warranty Claims Receivable	29,399
Your Guide	21,244 A
Frozen Capital	8,155

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	9,440,142	6	YTD	14
YTD Pre-Owned Gross Profit *(without F&I)*	-	594,181	6	YTD	14
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	8,845,961			
Statement Month	÷	9			
Average Month Pre-Owned Cost of Sales	=	982,885			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	982,885 A			

NADA Guide for Pre-Owned Vehicle Inventory is 1 month's supply or less at cost.
A Factor of 1.0 = 1 Month supply.

			Page	Colm	Line
Pre-Owned Vehicle Inventory		2,083,649	1	Asset	25-26
Your Guide	-	982,885 A			
Frozen Capital		1,100,764			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

				Page	Colm	Line
YTD Parts & Accessories Sales *(exclude gas, oil, grease and tire sales)*	+	3,996,453		4.0	YTD	1
YTD Parts & Accessories Gross Profit *(exclude gas, oil, grease and tire gross profit)*	-	1,288,310		4	YTD	2
YTD Inventory Adjustments *(+/- as on statement)*	±	94,138		6	YTD	55
YTD Parts & Accessories Cost of Sales	=	2,802,281				
Statement Month	÷	9				
Average Month Parts & Accessories Cost of Sales	=	311,365				
Factor	×	1.5		Guide = 1.5		
Your Guide	=	467,047	A			

NADA Guide for Parts & Accessories Inventory is 45 days supply or less at cost.
A Factor of 1.5 = 45 days supply.

Parts & Accessories Inventory		1,150,480		1	Asset	27
Your Guide	-	467,047	A			
Frozen Capital		683,433				

NADA ACADEMY

FROZEN CAPITAL: SERVICE, PARTS AND BODY SHOP ACCOUNTS RECEIVABLE

			Page	Colm	Line
YTD Parts, Service, and Body Shop Customer Labor and Parts Sales. See Note					
Service Customer Pay	+	1,315,113	6	YTD	21
Parts Repair Orders (ROs)	+	1,113,774	6	YTD	46
Parts Wholesale	+	1,761,689	6	YTD	52
Parts Counter Retail	+	182,127	6	YTD	51
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	4,372,703			
Statement Month	÷	9			
Average Month Parts & Accessories Sales	=	485,856			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	242,928 A			

Days' Supply of Parts, Service and Body Shop Accounts Receivable should not exceed 50% of the Current Month's retail and wholesale parts, service and body shop customer paid sales or 15 days.
Guide of 15 days = one half of a month or 50%.

			Page	Colm	Line
Parts, Service and Body Shop Accounts Receivable		523,046	7	Asset	58
Your Guide	-	242,928 A			
Frozen Capital		280,118			

Note: You need to go to the gross profit analysis section of your income statement. Where the detail of HOW you made your money resides. The four customer pay items listed are the minimum. You might have a body shop (paint & metal). You might have express lanes seperated for parts and service. The extra lines allow you to customize for your operation.

TOTAL FROZEN CAPITAL

Your calculation outputs from the previous tabs will automatically fill in each line belo
If you have a red (negative) number, place a zero (0) on the line.

Warranty Claims Receivable	+	$8,155
Pre-Owned Vehicle Inventory	+	$1,100,764
Parts & Accessories Inventory	+	$683,433
Service, Parts, Body Shop A/R	+	$280,118
Total Frozen Capital	=	$2,072,471

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