



FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

Service Warranty Sales	+	999,171	6	YTD	27
Parts Warranty Sales	+	1,270,683	6	YTD	45
Body Shop Parts Warranty Sales	+	0		YTD	
Body Shop Service Warranty Sales	+	31,421	6	YTD	37
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	2,301,275			
Statement Month	÷	12			
Average YTD Warranty Sales	=	191,773			
Factor	×	25.0%			
Your Guide	=	47,943			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	41,512
Your Guide	47,943 A
Frozen Capital	<u>6,431</u>

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FROZEN CAPITAL: PRE-OWNED INVENTORY

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YTD Pre-Owned Sales (<i>without F&I</i>)	+	54,571,907	3	YTD	1
YTD Pre-Owned Gross Profit (<i>without F&I</i>)	-	2,730,986	3	YTD	2
YTD Inventory Adjustments (<i>+/- as on statement</i>)	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	51,840,921			
Statement Month	÷	12			
Average Month Pre-Owned Cost of Sales	=	4,320,077			
Factor	×	1.0			Guide = 1.0
Your Guide	=	4,320,077			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.

Pre-Owned Vehicle Inventory		5,729,024	1	Asset	25,26
Your Guide	-	4,320,077			A
Frozen Capital		<u>1,408,947</u>			



FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

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YTD Parts & Accessories Sales <i>(exclude gas, oil, grease and tire sales)</i>	+	13,011,794	6.0	YTD	56
YTD Parts & Accessories Gross Profit <i>(exclude gas, oil, grease and tire gross profit)</i>	-	3,743,425	6	YTD	56
YTD Inventory Adjustments (+/- as on statement)	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	9,268,369			
Statement Month	÷	12			
Average Month Parts & Accessories Cost of Sales	=	772,364			
Factor	×	1.5			Guide = 1.5
Your Guide	=	1,158,546 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		2,736,342	1	Asset	27
Your Guide	-	1,158,546 A			
Frozen Capital		<u>1,577,796</u>			



FROZEN CAPITAL: SERVICE, PARTS AND BODY SHOP ACCOUNTS RECEIVABLE

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YTD Parts, Service, and Body Shop Customer Labor and Parts Sales. See Note					
Service Customer Pay	+	1,775,763	6	YTD	21
Parts Repair Orders (ROs)	+	4,133,459	6	YTD	46,49
Parts Wholesale	+	6,749,320	6	YTD	52
Parts Counter Retail	+	379,097	6	YTD	51
Customer Paint Labor	+	466,881	6	YTD	35
Customer Body Labor	+	1,097,114	6	YTD	36
	+	0		YTD	
	+	0		YTD	
<i>Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales</i>		=	14,601,634		
Statement Month	÷	12			
Average Month Parts & Accessories Sales	=	1,216,803			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	608,401	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%.

Parts, Service and Body Shop Accounts Receivable		547,968	7	Asset	57
Your Guide	-	608,401	A		
Frozen Capital		60,433			

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 below. If you have a red (negative) number, place a zero (0) on the line.

Warranty Claims Receivable	+	\$0
Pre-Owned Vehicle Inventory	+	\$1,408,947
Parts & Accessories Inventory	+	\$1,577,796
Service, Parts, Body Shop A/R	+	\$0
Total Frozen Capital	=	<u>\$2,986,743</u>

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