NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

				Page	Colm	Line
YTD Warranty Sales						
Service Warranty Sales	+	34,901		8	YTD	6
Parts Warranty Sales	+	36,762		9	8	
Body Shop Parts Warranty Sales	+	0		N/A	YTD	N/A
Body Shop Service Warranty Sales	+	0		N/A	YTD	N/A
	+	0			YTD	
	+	0			YTD	
	+	0			YTD	
	+	0			YTD	
Total YTD Warranty Sales	=	71,663				
Statement Month	÷	4				
Average YTD Warranty Sales	=	17,916				
Factor	×	25.0%				
Your Guide	=	4,479	A			

Your Factor for Warranty Claims Receivable is :

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

			Page	Colm	Line
Warranty Claims Receivable	81,636		1	YTD	13
Your Guide	4,479	A			
Frozen Capital	77,157				

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	17,634,148	2	YTD	1
YTD Pre-Owned Gross Profit *(without F&I)*	-	2,000,827	2	YTD	2
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	15,633,321			
Statement Month	÷	4			
Average Month Pre-Owned Cost of Sales	=	3,908,330			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	3,908,330 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		3,075,975	1	Asset	36-38
Your Guide	-	3,908,330 A			
Frozen Capital		832,355			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales *(exclude gas, oil, grease and tire sales)*	+	1,137,563	9	YTD	44
YTD Parts & Accessories Gross Profit *(exclude gas, oil, grease and tire gross profit)*	-	339,844	9	YTD	44
YTD Inventory Adjustments *(+/- as on statement)*	±	0	N/A	YTD	N/A
YTD Parts & Accessories Cost of Sales	=	797,719			
Statement Month	÷	4			
Average Month Parts & Accessories Cost of Sales	=	199,430			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	299,145 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		243,244	1	Asset	
Your Guide	-	299,145 A			
Frozen Capital		55,901			

NADA ACADEMY

FROZEN CAPITAL: SERVICE, PARTS AND BODY SHOP ACCOUNTS RECEIVABLE

YTD Parts, Service, and Body Shop Customer Labor and Parts Sales. See Note

			Page	Colm	Line	
Service Customer Pay	+	1,395,952	8	YTD	30	*Should this be sales?*
Parts Repair Orders (ROs)	+	8,165	8	YTD	30	
Parts Wholesale	+	292,747	9	YTD	10	
Parts Counter Retail	+	62,896	9	YTD	13	
	+	0		YTD		
	+	0		YTD		
	+	0		YTD		
	+	0		YTD		
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	1,759,760				
Statement Month	÷	4				
Average Month Parts & Accessories Sales	=	439,940				
Factor	×	50.0%	Guide = 50%			
Your Guide	=	219,970 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		0	1	Asset	6	Note: Nothing in box in balance sheet.
Your Guide	-	219,970 A				
Frozen Capital		219,970				

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

Warranty Claims Receivable	+	$77,157
Pre-Owned Vehicle Inventory	+	($832,355)
Parts & Accessories Inventory	+	($55,901)
Service, Parts, Body Shop A/R	+	($219,970)
Total Frozen Capital	=	($1,031,069)

line below.