NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

			Page	Colm	Line
Service Warranty Sales	+	582,748	6	YTD	27
Parts Warranty Sales	+	380,269	6	YTD	45
Body Shop Parts Warranty Sales	+			YTD	
Body Shop Service Warranty Sales	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	963,017			
Statement Month	÷	8			
Average YTD Warranty Sales	=	120,377			
Factor	×	25.0%			
Your Guide	=	30,094 A			

Your Factor for Warranty Claims Receivabl	25.0%	if paid weekly
	50.0%	if paid semi-monthly
	100.0%	if paid monthly

Warranty Claims Receivable	1,781
Your Guide	30,094 A
Frozen Capital	28,313

ACADEMY

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	6,824,683	3	YTD	1
YTD Pre-Owned Gross Profit *(without F&I)*	-	481,305	3	YTD	2
YTD Inventory Adjustments *(+/- as on statement)*	±	0	NA	YTD	NA
YTD Pre-Owned Cost of Sales	=	6,343,378			
Statement Month	÷	8			
Average Month Pre-Owned Cost of Sales	=	792,922			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	792,922 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		1703846	1	Asset	25-26
Your Guide	-	792,922 A			
Frozen Capital		910,924			

NADA ACADEMY

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

				Page	Colm	Line
YTD Parts & Accessories Sales *(exclude gas, oil, grease and tire inventories)*	+	1,452,708		4	YTD	1
YTD Parts & Accessories Gross Profit *(exclude gas, oil, grease and tire inventories)*	-	505,281		4	YTD	2
YTD Inventory Adjustments *(+/- as on statement)*	±	0			YTD	
YTD Parts & Accessories Cost of Sales	=	947,427				
Statement Month	÷	8				
Average Month Parts & Accessories Cost of Sales	=	118,428				
Factor	×	1.5		Guide = 1.5		
Your Guide	=	177,643	A			

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

				Page	Colm	Line
Parts & Accessories Inventory		155,852		1	Asset	27
Your Guide	-	177,643	A			
Frozen Capital		21,791				

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	+	125,316	6	YTD	21-26
Parts Repair Orders (ROs)	+	964	6	YTD	21-26
Parts Wholesale	+	6,470	6	YTD	52
Parts Counter Retail	+	7,418	6	YTD	51
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	140,168			
Statement Month	÷	8			
Average Month Parts & Accessories Cost of Sales	=	17,521			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	8,761 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		12,188	1	Asset	16
Your Guide	-	8,761 A			
Frozen Capital		3,428			

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

Transfer your calculation outputs to fill in each line below.
Then, calculate your Total Frozen Capital.
If you have a red (negative) number, place a zero on the line.

Warrant Claims Receivable	+	$0
Pre-Owned Vehicle Inventory	+	$910,924
Parts & Accessories Inventory	+	$0
Service, Parts, Body Shop A/R	+	$3,428
Total Frozen Capital	=	$914,351