NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

			Page	Colm	Line
Service Warranty Sales	+	759,594	5	YTD	12
Parts Warranty Sales	+	748,572	5	YTD	12
Body Shop Parts Warranty Sales	+		5	YTD	29
Body Shop Service Warranty Sales	+	0	5	YTD	29
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	1,508,166			
Statement Month	÷	8			
Average YTD Warranty Sales	=	188,521			
Factor	×	25.0%			
Your Guide	=	47,130 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	32,196
Your Guide	47,130 A
Frozen Capital	14,934

NADA ACADEMY

FROZEN CAPITAL: PRE-OWNED INVENTORY

				Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	31,348,557		4	YTD	18
YTD Pre-Owned Gross Profit *(without F&I)*	-	2,270,168		4	YTD	18
YTD Inventory Adjustments *(+/- as on statement)*	±	0		4	YTD	16
YTD Pre-Owned Cost of Sales	=	29,078,389				
Statement Month	÷	8				
Average Month Pre-Owned Cost of Sales	=	3,634,799				
Factor	×	1.0		Guide = 1.0		
Your Guide	=	3,634,799	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		138		1	Asset	22-23
Your Guide	-	3,634,799	A			
Frozen Capital		3,634,661				

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	3,217,154	5	YTD	41
(exclude gas, oil, grease and tire inventories)					
YTD Parts & Accessories Gross Profit	-	1,193,609	5	YTD	42
(exclude gas, oil, grease and tire inventories)					
YTD Inventory Adjustments *(+/- as on statement)*	±	3,000	5	YTD	40
YTD Parts & Accessories Cost of Sales	=	2,026,545			
Statement Month	÷	8			
Average Month Parts & Accessories Cost of Sales	=	253,318			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	379,977 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		350,823	1	Asset	28
Your Guide	-	379,977 A			
Frozen Capital		29,154			

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	+	1,334,521	5	YTD	7
Parts Repair Orders (ROs)	+	1,344,972	5	YTD	7
Parts Wholesale	+	238,130	5	YTD	1
Parts Counter Retail	+	122,788	5	YTD	5
Sublet repairs	+	322,169	5	YTD	17
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	3,362,580			
Statement Month	÷	8			
Average Month Parts & Accessories Cost of Sales	=	420,323			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	210,161 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		79,400	1	Asset	9
Your Guide	-	210,161 A			
Frozen Capital		130,761			

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	+	$0
Parts & Accessories Inventory	+	$0
Service, Parts, Body Shop A/R	+	$0
Total Frozen Capital	=	$0