

CASH DAYS' SUPPLY

Cash			2,000	1	Asset	
Contracts in Transit	+		1,137,394	1	Asset	
Vehicle Receivables	+		548,821	1	Asset	
Market Securities	+		0	1	Asset	
Net Cash Available	=		1,688,215			A

YTD Total Expense			4,362,212		YTD	
	+	YTD <u>Service Sales</u>	584,075		YTD	
	-	YTD <u>Service Gross</u>	371,717		YTD	
YTD Total Cost of Labor	=	+	212,358			
YTD Total Expense & Cost Of Labor	=		4,574,570			
Statement Month	÷		11			
Average YTD Total Expense and Cost of Labor			415,870			B

Net Cash Availabe			1,688,215			A
Average YTD Total Expense and Cost of Labor	÷		415,870			B
Cash Months' Supply	=		4.06			
Number of Days in a Month	×		30			
Cash Days Supply	=		122			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		6,093,755	1	Asset	
Holdback Receivable	+	-14,581		Asset	
Total Inventory Value	=	6,079,174			
Notes Payable: New Vehicle	-	5,741,970	1	Liab	
Inventory Floorplan Gap	=	337,204			

Note:

Most of you will have a negative number which may indicate an Out Of Trust position. Do not be alarmed...yet. There may be a common explanation.



CONTRACTS IN TRANSIT DAYS' SUPPLY

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Contracts-in-transit			5
Current Month New Retail Sales Dollars		7,175	
Current Month Pre-Owned Retail Sales Dollars	+	5,960	
Sub total Current Month New & Pre-Owned Retail Sales	=		13,135
Months' Supply of Contracts-in-Transit	=		0.00
Number of Days in Month	×		30
Days Supply of Contracts-in-Transit	=		<u>0</u>

1	Asset	
	Month	
	Month	

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Curent Assets		10,696,687	1	Asset	
LIFO Reserve (if listed as a deduct from current assets)	+	1,954,248	1	Asset	
Curent Liabilities	-	7,703,292	1	Liab	
Current Portion of Long-Term Debt (if memo)	-	1,817,464	1	Liab	
Working Capital	=	3,130,179			

Working Capital Guide (OEM Provides)		1,862,334	1	Memo	
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LIFO only is added back to current assets if it reduced current assets.
 Current Portion of LT Debt will be 0 if included in Current Liabilities. Only deduct it if a memo adjacent to the Long Term Debt below the Total Current Liabilities.

GENERAL MOTORS STATEMENTS

Total Curent Assets and Working Assets		12,085,033	1	Asset	
LIFO Reserve	+	1,954,248	1	Asset	
Curent Liabilities and Deferred Taxes	-	7,703,292	1	Liab	
Working Capital	=	6,335,989	1	Memo	

Working Capital Guide (OEM Provides)		1,862,334	1	Memo	
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