



FROZEN CAPITAL: PRE-OWNED INVENTORY

Page Colm Line

YTD Pre-Owned Sales (<i>without F&I</i>)	+	105,571,653	3	YTD	1
YTD Pre-Owned Gross Profit (<i>without F&I</i>)	-	5,459,476	3	YTD	2
YTD Inventory Adjustments (<i>+/- as on statement</i>)	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	100,112,177			
Statement Month	÷	12			
Average Month Pre-Owned Cost of Sales	=	8,342,681			
Factor	×	1.0			Guide = 1.0
Your Guide	=	8,342,681 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		11,976,781	1	Asset	
Your Guide	-	8,342,681 A			
Frozen Capital		<u>3,634,100</u>			



FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

Page Colm Line

YTD Parts & Accessories Sales <i>(exclude gas, oil, grease and tire sales)</i>	+	4,844,522	6.0	YTD	61
YTD Parts & Accessories Gross Profit <i>(exclude gas, oil, grease and tire gross profit)</i>	-	1,375,873	6	YTD	60
YTD Inventory Adjustments (+/- as on statement)	±	58,787	6	YTD	55
YTD Parts & Accessories Cost of Sales	=	3,527,436			
Statement Month	÷	12			
Average Month Parts & Accessories Cost of Sales	=	293,953			
Factor	×	1.5			Guide = 1.5
Your Guide	=	440,930			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		656,396	1	Asset	
Your Guide	-	440,930			A
Frozen Capital		<u>215,467</u>			



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	+	1,383,461	6	YTD	21
Parts Repair Orders (ROs)	+	1,516,543	6	YTD	46
Parts Wholesale	+	114,972	6	YTD	52
Parts Counter Retail	+	160,209	6	YTD	51
Sublet Labor	+	695,409	6	YTD	22
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
<i>Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales</i>		=	3,870,594		
Statement Month	÷	12			
Average Month Parts & Accessories Sales	=	322,550			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	161,275 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		164,691	7	Asset	57
Your Guide	-	161,275 A			
Frozen Capital		<u>3,416</u>			

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 automatically fill in each line below.
If you have a **red** (negative) number, place a zero on the line.

Warranty Claims Receivable	+	\$56,485
Pre-Owned Vehicle Inventory	+	\$3,634,100
Parts & Accessories Inventory	+	\$215,467
Service, Parts, Body Shop A/R	+	\$3,416
Total Frozen Capital	=	<u>\$3,909,467</u>

