

CASH DAYS' SUPPLY

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Cash			1,627,848	1	Asset	7,8
Contracts in Transit	+		291,147	1	Asset	9
Vehicle Receivables	+		196,522	1	Asset	55
Market Securities	+		0	1	Asset	
Net Cash Available	=		2,115,517			A

YTD Total Expenses			644,389	2	YTD	57
YTD <u>Service Sales</u>	+		174,193	4	YTD	1
YTD <u>Service Gross</u>	-		121,619	4	YTD	2
YTD Total Cost of Labor	=	+	52,574			
YTD Total Expense & Cost Of Labor	=		696,963			
Statement Month	÷		2			
Average YTD Total Expense and Cost of Labor			348,482			B

Net Cash Available			2,115,517			A
Average YTD Total Expense and Cost of Labor	÷		348,482			B
Cash Months' Supply	=		6.07			
Number of Days in a Month	×		30			
Cash Days Supply	=		182			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		2,838,086	1	Asset	20-22
Holdback Receivable	+	339,889		Asset	
Total Inventory Value	=	3,177,975			
Notes Payable: New Vehicle	-	3,346,355	1	Liab	12
Inventory Floorplan Gap	=	<u>-168,380</u>			

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			291,147
Current Month New Retail Sales Dollars		1,537,696	
Current Month Pre-Owned Retail Sales Dollars	+	1,131,783	
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	2,669,479
Months' Supply of Contracts-in-Transit		=	0.109
Number of Days in Month		×	30
Days Supply of Contracts-in-Transit		=	<u>3</u>

1	Asset	9
3	Month	1
3	Month	1

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Current Assets		8,733,983	1	Asset	40
LIFO Reserve (if listed as a deduct from current assets)	+	30,620	1	Asset	35
Current Liabilities	-	7,010,569	1	Liab	31
Current Portion of Long-Term Debt (if memo)	-	0	1	Liab	
Working Capital	=	1,754,034			

Working Capital Guide (OEM Provides)		8,733,983	1	Memo	44
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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 Current Assets and Working Assets		8,733,983	1	Asset	44
LIFO Reserve	+	30,620	1	Asset	35
Current Liabilities and Deferred Taxes	-	7,010,569	1	Liab	31
Working Capital	=	1,754,034	1	Memo	44

Working Capital Guide (OEM Provides)		1,566,000	1	Memo	45
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