NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

			Page	Colm	Line
Service Warranty Sales	+	399,429	7	YTD	4
Parts Warranty Sales	+	387,247	7	YTD	28
Body Shop Parts Warranty Sales	+	0		YTD	
Body Shop Service Warranty Sales	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	786,676			
Statement Month	÷	3			
Average YTD Warranty Sales	=	262,225			
Factor	×	25.0%			
Your Guide	=	65,556 A			

Your Factor for Warranty Claims Receivable is :

25.0%	if paid weekly
50.0%	if paid semi-monthly
100.0%	if paid monthly

Warranty Claims Receivable	120,782
Your Guide	65,556 A
Frozen Capital	55,226

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	8,207,047	3	YTD	1
YTD Pre-Owned Gross Profit *(without F&I)*	-	673,135	3	YTD	2
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	7,533,912			
Statement Month	÷	3			
Average Month Pre-Owned Cost of Sales	=	2,511,304			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	2,511,304 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		107	1	Asset	30
Your Guide	-	2,511,304 A			
Frozen Capital		2,511,197			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	2,440,119	7.0	YTD	41
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	889,954	7	YTD	41
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	0	7	YTD	40
YTD Parts & Accessories Cost of Sales	=	1,550,165			
Statement Month	÷	3			
Average Month Parts & Accessories Cost of Sales	=	516,722			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	775,083 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		982,513	1	Asset	45
Your Guide	-	775,083 A			
Frozen Capital		207,431			

NADA ACADEMY

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	+	1,097,435	7	YTD	1
Parts Repair Orders (ROs)	+	692,938	7	YTD	25
Parts Wholesale	+	947,011	7	YTD	33
Parts Counter Retail	+	101,398	7	YTD	32
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	2,838,782			
Statement Month	÷	3			
Average Month Parts & Accessories Sales	=	946,261			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	473,130 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		2,187,493	1	Asset	21
Your Guide	-	473,130 A			
Frozen Capital		1,714,363			

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 from the previous tabs will automatically fill in each
If you have a red (negative) number, place a zero (0) on the line.

Warranty Claims Receivable	+	$55,226
Pre-Owned Vehicle Inventory	+	$0
Parts & Accessories Inventory	+	$207,431
Service, Parts, Body Shop A/R	+	$1,714,363
Total Frozen Capital	=	$1,977,019

line below.