NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

			Page	Colm	Line
YTD Warranty Sales					
Service Warranty Sales	+	300,325		YTD	
Parts Warranty Sales	+	307,035		YTD	
Body Shop Parts Warranty Sales	+	0		YTD	
Body Shop Service Warranty Sales	+	0		YTD	
PDI	+	153,546		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	760,906			
Statement Month	÷	4			
Average YTD Warranty Sales	=	190,227			
Factor	×	25.0%			
Your Guide	=	47,557 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	65,884
Your Guide	47,557 A
Frozen Capital	18,327

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	9,541,820		YTD	
YTD Pre-Owned Gross Profit *(without F&I)*	-	732,071		YTD	
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	8,809,749			
Statement Month	÷	4			
Average Month Pre-Owned Cost of Sales	=	2,202,437			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	2,202,437 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		7,541,841	1	Asset	
Your Guide	-	2,202,437 A			
Frozen Capital		5,339,404			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	1,825,730	1.5	YTD	
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	604,284		YTD	
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	1,221,446			
Statement Month	÷	4			
Average Month Parts & Accessories Cost of Sales	=	305,362			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	458,042 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		630,640	1	Asset	
Your Guide	-	458,042 A			
Frozen Capital		172,598			

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	+	395,076		YTD	
Parts Repair Orders (ROs)	+	422,868		YTD	
Parts Wholesale	+	51,464		YTD	
Parts Counter Retail	+	50,938		YTD	
Quick Service	+	112,049		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	1,032,395			
Statement Month	÷	4			
Average Month Parts & Accessories Sales	=	258,099			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	129,049 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		65,884		Asset	
Your Guide	-	129,049 A			
Frozen Capital		63,165			

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	+	$18,327
Pre-Owned Vehicle Inventory	+	$5,339,404
Parts & Accessories Inventory	+	$172,598
Service, Parts, Body Shop A/R	+	$0
Total Frozen Capital	=	$5,530,329

line below.