NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

			Page	Colm	Line
YTD Warranty Sales					
Service Warranty Sales	+	35,203		YTD	
Parts Warranty Sales	+	35,861		YTD	
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	=	71,064			
Statement Month	÷	9			
Average YTD Warranty Sales	=	7,896			
Factor	×	25.0%			
Your Guide	=	1,974 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	-4,354
Your Guide	1,974 A
Frozen Capital	6,328

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	12,807,729		YTD	
YTD Pre-Owned Gross Profit *(without F&I)*	-	2,861,786		YTD	
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	9,945,943			
Statement Month	÷	9			
Average Month Pre-Owned Cost of Sales	=	1,105,105			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	1,105,105 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		2,129,780	1	Asset	
Your Guide	-	1,105,105 A			
Frozen Capital		1,024,675			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	5,889,645	1.5	YTD	
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	1,871,715		YTD	
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	45,992		YTD	
YTD Parts & Accessories Cost of Sales	=	4,063,922			
Statement Month	÷	9			
Average Month Parts & Accessories Cost of Sales	=	451,547			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	677,320 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		325,118	1	Asset	
Your Guide	-	677,320 A			
Frozen Capital		352,202			

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	+	2,543,668		YTD	
Parts Repair Orders (ROs)	+	2,240,108		YTD	
Parts Wholesale	+	1,095,786		YTD	
Parts Counter Retail	+	262,364		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	6,141,926			
Statement Month	÷	9			
Average Month Parts & Accessories Sales	=	682,436			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	341,218 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		524,826		Asset	
Your Guide	-	341,218 A			
Frozen Capital		183,608			

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	+	$0
Pre-Owned Vehicle Inventory	+	$1,024,675
Parts & Accessories Inventory	+	$0
Service, Parts, Body Shop A/R	+	$183,608
Total Frozen Capital	=	$1,208,283

line below.