NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

			Page	Colm	Line
YTD Warranty Sales					
Service Warranty Sales	+	631,135	5	YTD	9,12
Parts Warranty Sales	+	901,034	5	YTD	9
Body Shop Parts Warranty Sales	+	0		YTD	12
Body Shop Service Warranty Sales	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	1,532,169			
Statement Month	÷	11			
Average YTD Warranty Sales	=	139,288			
Factor	×	25.0%			
Your Guide	=	34,822 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	24,538
Your Guide	34,822 A
Frozen Capital	10,284

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	8,842,172	2	YTD	2
YTD Pre-Owned Gross Profit *(without F&I)*	-	1,429,327	2	YTD	4
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	7,412,845			
Statement Month	÷	11			
Average Month Pre-Owned Cost of Sales	=	673,895			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	673,895 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		918,026	1	Asset	22-25
Your Guide	-	673,895 A			
Frozen Capital		244,131			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	4,103,635	2.0	YTD	2
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	1,272,813	2	YTD	4
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	2,830,822			
Statement Month	÷	11			
Average Month Parts & Accessories Cost of Sales	=	257,347			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	386,021 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		434,803	1	Asset	28
Your Guide	-	386,021 A			
Frozen Capital		48,782			

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	+	1,325,628		5	YTD	7
Parts Repair Orders (ROs)	+	951,733		5	YTD	7
Parts Wholesale	+	1,107,038		5	YTD	1
Parts Counter Retail	+	445,414		5	YTD	5
	+	0			YTD	
	+	0			YTD	
	+	0			YTD	
	+	0			YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	3,829,813				
Statement Month	÷	11				
Average Month Parts & Accessories Sales	=	348,165				
Factor	×	50.0%		Guide = 50%		
Your Guide	=	174,082	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		94,556		1	Asset	51
Your Guide	-	174,082	A			
Frozen Capital		79,526				

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	+	$244,131
Parts & Accessories Inventory	+	$48,782
Service, Parts, Body Shop A/R	+	$0
Total Frozen Capital	=	$292,913

line below.