NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

			Page	Colm	Line
YTD Warranty Sales					
Service Warranty Sales	+	204,624	5	YTD	
Parts Warranty Sales	+	321,670	5	YTD	
Body Shop Parts Warranty Sales	+	0	5	YTD	
Body Shop Service Warranty Sales	+	0	5	YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	526,294			
Statement Month	÷	12			
Average YTD Warranty Sales	=	43,858			
Factor	×	100.0%			
Your Guide	=	43,858 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	115,339
Your Guide	43,858 A
Frozen Capital	71,481

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	6,423,942		YTD	
YTD Pre-Owned Gross Profit *(without F&I)*	-	1,038,897		YTD	
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	5,385,045			
Statement Month	÷	12			
Average Month Pre-Owned Cost of Sales	=	448,754			
Factor	×	1.0		Guide = 1.0	
Your Guide	=	448,754 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		1,228,534	1	Asset	
Your Guide	-	448,754 A			
Frozen Capital		779,780			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	2,404,998	3.0	YTD	
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	1,239,968		YTD	
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	1,165,030			
Statement Month	÷	12			
Average Month Parts & Accessories Cost of Sales	=	97,086			
Factor	×	3.0	Guide = 1.5		
Your Guide	=	291,258 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		741,702	1	Asset	
Your Guide	-	291,258 A			
Frozen Capital		450,445			

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	+	845,806		YTD	
Parts Repair Orders (ROs)	+	1,126,700		YTD	
Parts Wholesale	+	0		YTD	
Parts Counter Retail	+	162,720		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	2,135,226			
Statement Month	÷	12			
Average Month Parts & Accessories Sales	=	177,936			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	88,968 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%.

Parts, Service and Body Shop Accounts Receivable		363,706		Asset	
Your Guide	-	88,968 A			
Frozen Capital		274,738			

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	+	$71,481
Pre-Owned Vehicle Inventory	+	$779,780
Parts & Accessories Inventory	+	$450,445
Service, Parts, Body Shop A/R	+	$274,738
Total Frozen Capital	=	$1,576,444

line below.