NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

			Page	Colm	Line
YTD Warranty Sales					
Service Warranty Sales	+	167,766	6	YTD	27
Parts Warranty Sales	+	171,916	6	YTD	45
Body Shop Parts Warranty Sales	+	1,162	6	YTD	45
Body Shop Service Warranty Sales	+	2,901	6	YTD	37
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	343,745			
Statement Month	÷	4			
Average YTD Warranty Sales	=	85,936			
Factor	×	25.0%			
Your Guide	=	21,484 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	0
Your Guide	21,484 A
Frozen Capital	21,484

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	9,145,887	6	YTD	14
YTD Pre-Owned Gross Profit *(without F&I)*	-	740,623	6	YTD	14
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Pre-Owned Cost of Sales	=	8,405,264			
Statement Month	÷	4			
Average Month Pre-Owned Cost of Sales	=	2,101,316			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	2,101,316 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		3,793,544	1	Asset	26-27
Your Guide	-	2,101,316 A			
Frozen Capital		1,692,228			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales *(exclude gas, oil, grease and tire sales)*	+	25,684,769	6.0	YTD	63
YTD Parts & Accessories Gross Profit *(exclude gas, oil, grease and tire gross profit)*	-	3,890,872	6	YTD	63
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	21,793,897			
Statement Month	÷	4			
Average Month Parts & Accessories Cost of Sales	=	5,448,474			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	8,172,711 A			

NADA Guide for Parts & Accessories Inventory is 45 days supply or less at cost.
A Factor of 1.5 = 45 days supply.

Parts & Accessories Inventory		1,842,271	1	Asset	
Your Guide	-	8,172,711 A			
Frozen Capital		6,330,440			

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	+	750,435	6	YTD	23, 35-36
Parts Repair Orders (ROs)	+	743,680	6	YTD	6, 48, 49
Parts Wholesale	+	2,776,327	6	YTD	52
Parts Counter Retail	+	59,685	6	YTD	51
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	4,330,127			
Statement Month	÷	4			
Average Month Parts & Accessories Sales	=	1,082,532			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	541,266 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		1,144,054		Asset	
Your Guide	-	541,266 A			
Frozen Capital		602,788			

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	+	$1,692,228
Parts & Accessories Inventory	+	$0
Service, Parts, Body Shop A/R	+	$602,788
Total Frozen Capital	=	$2,295,016

line below.