NADA ACADEMY

FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

			Page	Colm	Line
Service Warranty Sales	+	104,275	6	YTD	2
Parts Warranty Sales	+	92,263		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	=	196,538			
Statement Month	÷	8			
Average YTD Warranty Sales	=	24,567			
Factor	×	25.0%			
Your Guide	=	6,142 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	1,245
Your Guide	6,142 A
Frozen Capital	4,897

FROZEN CAPITAL: PRE-OWNED INVENTORY

			Page	Colm	Line
YTD Pre-Owned Sales *(without F&I)*	+	5,444,243	6	YTD	8
YTD Pre-Owned Gross Profit *(without F&I)*	-	550,189	6	YTD	8
YTD Inventory Adjustments *(+/- as on statement)*	±	42,343		YTD	
YTD Pre-Owned Cost of Sales	=	4,936,397			
Statement Month	÷	8			
Average Month Pre-Owned Cost of Sales	=	617,050			
Factor	×	1.0	Guide = 1.0		
Your Guide	=	617,050 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		1,419,727	1	Asset	34
Your Guide	-	617,050 A			
Frozen Capital		802,677			

FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

			Page	Colm	Line
YTD Parts & Accessories Sales	+	686,464	6.0	YTD	38
(exclude gas, oil, grease and tire sales)					
YTD Parts & Accessories Gross Profit	-	216,449	6	YTD	38
(exclude gas, oil, grease and tire gross profit)					
YTD Inventory Adjustments *(+/- as on statement)*	±	0		YTD	
YTD Parts & Accessories Cost of Sales	=	470,015			
Statement Month	÷	8			
Average Month Parts & Accessories Cost of Sales	=	58,752			
Factor	×	1.5	Guide = 1.5		
Your Guide	=	88,128 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		143,296	1	Asset	40
Your Guide	-	88,128 A			
Frozen Capital		55,168			

NADA ACADEMY

FROZEN CAPITAL: SERVICE, PARTS AND BODY SHOP ACCOUNTS RECEIVABLE

YTD Parts, Service, and Body Shop Customer Labor and Parts Sales. See Note

			Page	Colm	Line
Service Customer Pay	+	892,373	6	YTD	16
Parts Repair Orders (ROs)	+	270,879	6	YTD	17
Parts Wholesale	+	141,689	6	YTD	22
Parts Counter Retail	+	54,340	6	YTD	21
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales	=	1,359,281			
Statement Month	÷	8			
Average Month Parts & Accessories Sales	=	169,910			
Factor	×	50.0%	Guide = 50%		
Your Guide	=	84,955 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		7,137	1	Asset	7
Your Guide	-	84,955 A			
Frozen Capital		77,818			

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	+	$802,677
Parts & Accessories Inventory	+	$55,168
Service, Parts, Body Shop A/R	+	$0
Total Frozen Capital	=	$857,846

line below.