



FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE

YTD Warranty Sales

Service Warranty Sales	+	343,197	6	YTD	27
Parts Warranty Sales	+	357,088	6	YTD	45
Body Shop Parts Warranty Sales	+	0	6	YTD	
Body Shop Service Warranty Sales	+	3,713	6	YTD	37
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	703,998			
Statement Month	÷	10			
Average YTD Warranty Sales	=	70,400			
Factor	×	25.0%			
Your Guide	=	17,600			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	21,030
Your Guide	17,600 A
Frozen Capital	<u>3,430</u>





FROZEN CAPITAL: PRE-OWNED INVENTORY

Page Colm Line

YTD Pre-Owned Sales (<i>without F&I</i>)	+	32,866,316	3	YTD	1
YTD Pre-Owned Gross Profit (<i>without F&I</i>)	-	2,303,096	3	YTD	2
YTD Inventory Adjustments (<i>+/- as on statement</i>)	±	0	6	YTD	9,11
YTD Pre-Owned Cost of Sales	=	30,563,220			
Statement Month	÷	10			
Average Month Pre-Owned Cost of Sales	=	3,056,322			
Factor	×	1.0			Guide = 1.0
Your Guide	=	3,056,322 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		3,369,955	1	Asset	25-26
Your Guide	-	3,056,322 A			
Frozen Capital		<u>313,633</u>			



FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY

Page Colm Line

YTD Parts & Accessories Sales <i>(exclude gas, oil, grease and tire sales)</i>	+	3,490,187	4.0	YTD	1
YTD Parts & Accessories Gross Profit <i>(exclude gas, oil, grease and tire gross profit)</i>	-	1,254,511	4	YTD	2
YTD Inventory Adjustments (+/- as on statement)	±	0	6	YTD	55
YTD Parts & Accessories Cost of Sales	=	2,235,676			
Statement Month	÷	10			
Average Month Parts & Accessories Cost of Sales	=	223,568			
Factor	×	1.5			Guide = 1.5
Your Guide	=	335,351 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		538,198	1	Asset	27
Your Guide	-	335,351 A			
Frozen Capital		<u>202,847</u>			



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	+	1,525,156		6	YTD	21-26
Parts Repair Orders (ROs)	+	1,933,524		6	YTD	46-49
Parts Wholesale	+	226,257		6	YTD	52
Parts Counter Retail	+	183,480		6	YTD	51
CUST PAINT LABOR	+	246,968		6	YTD	35
CUST BODY LABOR	+	620,632		6	YTD	36
	+	0			YTD	
	+	0			YTD	
<i>Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales</i>		=	4,736,017			
Statement Month	÷	10				
Average Month Parts & Accessories Sales	=	473,602				
Factor	×	50.0%			Guide = 50%	
Your Guide	=	236,801	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		1,321,045		1	Asset	13
Your Guide	-	236,801	A			
Frozen Capital		<u>1,084,244</u>				

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	+	\$3,430
Pre-Owned Vehicle Inventory	+	\$313,633
Parts & Accessories Inventory	+	\$202,847
Service, Parts, Body Shop A/R	+	\$1,084,244
Total Frozen Capital	=	<u>\$1,604,154</u>

line below.