



**FROZEN CAPITAL: WARRANTY CLAIMS RECEIVABLE**

YTD Warranty Sales					
Service Warranty Sales	+	1,288,938	5	YTD	12
Parts Warranty Sales	+	1,407,818	5	YTD	12
Body Shop Parts Warranty Sales	+	0		YTD	
Body Shop Service Warranty Sales	+	0		YTD	
FORD ESP SERVICE SALES	+	175,751	5	YTD	9
FORD ESP PARTS SALES	+	158,646	5	YTD	9
	+	0		YTD	
	+	0		YTD	
Total YTD Warranty Sales	=	3,031,153			
Statement Month	÷	11			
Average YTD Warranty Sales	=	275,559			
Factor	×	25.0%			
Your Guide	=	68,890			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	141,577
Your Guide	68,890 A
Frozen Capital	<u>72,687</u>

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## FROZEN CAPITAL: PRE-OWNED INVENTORY

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YTD Pre-Owned Sales ( <i>without F&amp;I</i> )	+	31,191,628	4	YTD	18
YTD Pre-Owned Gross Profit ( <i>without F&amp;I</i> )	-	790,127	4	YTD	18
YTD Inventory Adjustments ( <i>+/- as on statement</i> )	±	0	4	YTD	16
YTD Pre-Owned Cost of Sales	=	30,401,501			
Statement Month	÷	11			
Average Month Pre-Owned Cost of Sales	=	2,763,773			
Factor	×	1.0			Guide = 1.0
Your Guide	=	2,763,773 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		3,409,444	1	Asset	23-28
Your Guide	-	2,763,773 A			
Frozen Capital		<u>645,671</u>			



**FROZEN CAPITAL: PARTS & ACCESSORIES INVENTORY**

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YTD Parts & Accessories Sales <i>(exclude gas, oil, grease and tire sales)</i>	+	5,837,310	5.0	YTD	41
YTD Parts & Accessories Gross Profit <i>(exclude gas, oil, grease and tire gross profit)</i>	-	1,697,952	5	YTD	42
YTD Inventory Adjustments (+/- as on statement)	±		5	YTD	40
YTD Parts & Accessories Cost of Sales	=	4,139,358			
Statement Month	÷	11			
Average Month Parts & Accessories Cost of Sales	=	376,305			
Factor	×	1.5			Guide = 1.5
Your Guide	=	564,458 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		838,991	1	Asset	29
Your Guide	-	564,458 A			
Frozen Capital		<u>274,533</u>			



**FROZEN CAPITAL: SERVICE, PARTS AND BODY SHOP ACCOUNTS RECEIVABLE**

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YTD Parts, Service, and Body Shop Customer Labor and Parts Sales. See Note				
Service Customer Pay	+	2,452,327	5	YTD 7
Parts Repair Orders (ROs)	+	2,270,858	5	YTD 7
Parts Wholesale	+	1,262,751	5	YTD 1
Parts Counter Retail	+	39,556	5	YTD 5
	+	0		YTD
	+	0		YTD
	+	0		YTD
	+	0		YTD
<i>Total YTD Parts, Service, and Body Shop Customer Labor and Parts Sales</i>		=	6,025,492	
Statement Month	÷	11		
Average Month Parts & Accessories Sales	=	547,772		
Factor	×	50.0%		Guide = 50%
Your Guide	=	273,886 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		252,194	1	Asset	9
Your Guide	-	273,886 A			
Frozen Capital		<u>21,692</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 line below. If you have a red (negative) number, place a zero (0) on the line.

Warranty Claims Receivable	+	\$72,687
Pre-Owned Vehicle Inventory	+	\$645,671
Parts & Accessories Inventory	+	\$274,533
Service, Parts, Body Shop A/R	+	\$0
Total Frozen Capital	=	<u>\$992,891</u>

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