

CASH DAYS' SUPPLY

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Cash			996,076	1	Asset	1-2
Contracts in Transit	+		420,599	1	Asset	4
Vehicle Receivables	+		322,687	1	Asset	18
Market Securities	+		0	1	Asset	5
Net Cash Available	=		<u>1,739,362</u> A			

YTD Total Expenses			911,828	2	YTD	62
		YTD <u>Service Sales</u>	+ 505,453	2	YTD	1
		YTD <u>Service Gross</u>	- 264,144	2	YTD	2
YTD Total Cost of Labor	=	+	<u>241,309</u>			
YTD Total Expense & Cost Of Labor	=		<u>1,153,137</u>			
Statement Month	÷		<u>2</u>			
Average YTD Total Expense and Cost of Labor			<u>576,569</u> B			

Net Cash Available			1,739,362 A			
Average YTD Total Expense and Cost of Labor	÷		<u>576,569</u> B			
Cash Months' Supply	=		3.02			
Number of Days in a Month	×		<u>30</u>			
Cash Days Supply	=		<u>91</u>			Guide = 90



INVENTORY FLOORPLAN GAP (Trust Position)

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New Vehicle Inventory		1,158,723	1	Asset	39
Holdback Receivable	+	44,860	1	Asset	24
Total Inventory Value	=	1,203,583			
Notes Payable: New Vehicle	-	2,180,598	1	Liab	8
Inventory Floorplan Gap	=	<u>-977,015</u>			

Note:

Most of you will have a negative number which may indicate an Out Of Trust position. Do not be alarmed...yet. There may be a common explanation.



CONTRACTS IN TRANSIT DAYS' SUPPLY

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Contracts-in-transit			420,599
Current Month New Retail Sales Dollars		1,700,258	
Current Month Pre-Owned Retail Sales Dollars	+		2,015,168
Sub total Current Month New & Pre-Owned Retail Sales	=	÷	3,715,426
Months' Supply of Contracts-in-Transit		=	0.113
Number of Days in Month		×	30
Days Supply of Contracts-in-Transit		=	<u>3</u>

1	Asset	4
2	Month	1
3	Month	1

Guide = 3



WORKING CAPITAL

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MOST MANUFACTURERS

Total Current Assets		5,720,871	1	Asset	62
LIFO Reserve (if listed as a deduct from current assets)	+	34,001	1	Asset	38
Current Liabilities	-	2,989,668	1	Liab	31
Current Portion of Long-Term Debt (if memo)	-	0	1	Liab	14
Working Capital	=	2,765,204			
Working Capital Guide (OEM Provides)		2,624,000	1	Memo	41

LIFO only is added back to current assets if it reduced current assets.
 Current Portion of LT Debt will be 0 if included in Current Liabilities. Only deduct it if a memo adjacent to the Long Term Debt below the Total Current Liabilities.

GENERAL MOTORS STATEMENTS

Total Current Assets and Working Assets		0	1	Asset	
LIFO Reserve	+	0	1	Asset	
Current Liabilities and Deferred Taxes	-	0	1	Liab	
Working Capital	=	0	1	Memo	
Working Capital Guide (OEM Provides)		0	1	Memo	