

VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT 2020				C.A.B.S.#	CURRENT MONTH JUL	YEAR ENDING 31 DEC 2020			
FOR THE PERIOD FROM: 01/01/20 THRU: 07/31/20				MULTI-LOCATION CONSOLIDATION STATEMENT YES X NO X					
DEALERSHIP NAME NACARATO TRUCKS GP		CITY LA VERGNE		STATE TN					
ASSETS		AMOUNT (OMIT CENTS)	LINE NO.	LIABILITIES		AMOUNT (OMIT CENTS)			
CURRENT ASSETS				CURRENT LIABILITIES					
CASH		1739035	1	ACCOUNTS PAYABLE - MACK / VOLVO		1276245			
CONTRACTS IN TRANSIT - NEW			2	ACCOUNTS PAYABLE - OTHER		- 684097			
CONTRACTS IN TRANSIT - USED			3	CUSTOMER DEPOSITS					
MARKETABLE SECURITIES			4	TOTAL ACCOUNTS PAYABLE (LINES 1 THRU 3)		592148			
TOTAL CASH AND EQUIVALENT (LINES 1 THRU 4)		1739035	5	NOTES PAYABLE					
NET ACCOUNTS RECEIVABLES (FROM BELOW)		9458507	6	NEW VEHICLES - FLOORPLAN		23146051			
TOTAL CASH AND ACCOUNTS RECEIVABLES (LINES 5 & 6)		11197542	7	USED VEHICLES - FLOORPLAN		1065623			
INVENTORIES - NEW			8	SHORT TERM NOTES PAYABLE		5608983			
MACK - CLASS 8			9	LONG TERM DUE WITHIN ONE YEAR					
VOLVO - CLASS 8		151	10	TOTAL NOTES PAYABLE (LINES 8 THRU 9)		29820657			
OTHER - CLASS 8			11	ACCRUED LIABILITIES					
MEDIUM DUTY 4-7			12	ACCRUED WAGES, SALARIES, COMM, BONUSES		481298			
OTHER - NON CLASS 8		26	13	ACCRUED PAYROLL TAXES & DEDUCTIONS					
DEMONSTRATORS			14	ACCRUED SALES TAX & FRET		219181			
TRAILERS / OTHER EQUIPMENT		8	15	INTEREST PAYABLE					
LIFO RESERVE - NEW			16	ACCRUED PENSION PAYABLE / 401K					
TOTAL NEW TRUCK INVENTORY (LINES 9 THRU 16)		22105773	17	ACCRUED - OTHER (INCLUDES CORES)		1269057			
INVENTORIES - USED			18	INCOME TAXES					
USED MACK CLASS 8 - CERTIFIED		367	19	TOTAL ACCRUED LIABILITIES (LINES 12 THRU 18)		1969536			
USED MACK CLASS 8 - NON-CERTIFIED			20	TOTAL CURRENT LIABILITIES (LINES 4 10 19)		32382341			
USED VOLVO CLASS 8 - CERTIFIED			21	LONG TERM LIABILITIES					
USED VOLVO CLASS 8 - NON-CERTIFIED			22	MORTGAGES PAYABLE					
USED OTHER CLASS 8		91	23	NOTES PAYABLE - EQUIPMENT LOANS					
USED OTHER			24	NOTES PAYABLE - OWNERS & OFFICERS					
ALLOWANCE FOR WRITE-DOWN		107900	25	NOTES PAYABLE - OTHER LONG TERM (NET)					
LIFO RESERVE - USED			26	NOTES PAYABLE - LEASED VEHICLES					
TOTAL USED TRUCK INVENTORY (LINES 19 THRU 26)		2658998	27	TOTAL LONG TERM LIABILITIES (LINES 22 THRU 26)					
PARTS INVENTORY			28	TOTAL LIABILITIES (LINES 20 + 27)		32382341			
PARTS & ACCESSORIES - MACK & VOLVO		4175380	29	NET WORTH					
EXCHANGE INVENTORY (Cores)			30	CORPORATION ONLY					
WORK-IN-PROCESS - LABOR		32456	31	CAPITAL STOCK					
WORK-IN-PROCESS SERVICE/BODY - PARTS			32	TREASURY STOCK					
PAINT & BODY SHOP MATERIAL		1000	33						
GAS, OIL AND GREASE			34	ADDITIONAL PAID IN CAPITAL					
SUBLET REPAIRS INVENTORY		13154	35	RETAINED EARNINGS		11979399			
OTHER INVENTORIES		120206	36	DIVIDENDS					
RESERVE FOR OBSOLESCENCE			37	PARTNERSHIPS / PROPRIETORS					
LIFO RESERVE - PARTS			38	INVESTMENTS					
TOTAL PARTS & ACCESSORIES - NET (LINES 29 THRU 38)		4342196	39	WITHDRAWALS					
TOTAL INVENTORIES (LINES 17 27 39)		29106967	40						
PREPAID EXPENSES			41						
TOTAL CURRENT ASSETS (LINES 7 40 41)		40304509	42						
FIXED ASSETS	ITEM	COST	ACCUMULATED DEPRECIATION		NEW TRUCKS (UNITS)		USED	TOTAL PROFIT/ (LOSS)	
	LAND @ COST	53184		53184	MACK/ VOLVO	GMC	VCE/ OTHER	UNITS	
	BUILDINGS	852596	257613	594983	JAN		2	84	53403
	MACHINERY & EQUIPMENT	1062522	939527	122995	FEB		6	60	149823
	COMPUTER SOFT/HARDWARE				MAR			53	485006
	FURNITURE & FIXTURES	1113587	595027	518560	APR		8	41	349440
	CARS & TRUCKS	1218468	496519	721949	MAY		2	56	242875
	LEASEHOLD IMPROVEMENTS	1857433	817024	1040409	JUN		4	56	315199
	OTHER	2492623	1389218	1103405	JUL		4	70	322713
	TOTAL NET FIXED ASSETS (LINES 44 THRU 51)	4155485			AUG				
OTHER ASSETS	TOTAL LEASE & RENTAL VEHICLES (NET)			53					
	FINANCE RESERVE		54819	54					
	DUE FROM OFFICERS & EMPLOYEES			55					
	LIFE INSURANCE - CASH VALUE			56					
	DEPOSITS ON CONTRACTS			57					
	OTHER		1765386	58	TOTAL	420	26	420	TOTAL → 1918459
	TOTAL OTHER ASSETS (LINES 54 THRU 59)		1820205	59	TOTAL NET WORTH (LINES 31 THRU 39 + 58)				13897858
TOTAL ASSETS (LINES 42 62 53 59)		46280199	60	TOTAL LIABILITIES & NET WORTH (LINES 29 + 59)				46280199	

RECEIVABLE AGING ANALYSIS						PARTS INVENTORY AGING SCHEDULE			
DESCRIPTION	TOTAL	CURRENT	PAST DUE (31-60)	PAST DUE (61-90)	OVER 90	# MONTHS IN INVENTORY	MACK & VOLVO PARTS	VCE & OTHER PARTS	EXCHANGE INVENTORY
SERVICE LABOR & PARTS	1988983	2441996	260803	34686	67207				
BODY LABOR & PARTS									
VEHICLES - NEW	6740592	6807426							
VEHICLES - USED	- 66833								
NOTES									
WARRANTY - MACK	- 2485					< 6 MTHS			
WARRANTY - VOLVO / OTHER	57509						A	B	
VOLUME BONUS / HOLDBACK TRUCK						> 6 MTHS < 9 MTHS	135140	103938	
VOLUME BONUS - PARTS						> 9 MTHS < 12 MTHS	231669	178180	
LEASE AND RENTAL	515125					> 12 MTHS	240974	193028	
PARTS RETURNED IN TRANSIT									
OTHER	325104								
TOTAL RECEIVABLE	9557995	9249422	260803	34686	67207				
LESS: ALLOWANCE FOR BAD DEBTS	99488								
TOTAL NET RECEIVABLES (PAGE 1 LINE 6)	9458507					TOTAL	C	D	

VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT						C.A.B.S.#-	CURRENT MONTH JUL	PAGE 2		
LINE NO.	SALES AND GROSS PROFIT ANALYSIS	MONTH				YEAR TO DATE				
		UNITS	SALES	GROSS PROFIT	GP % SLS	UNITS	SALES	GROSS PROFIT	GP % SLS	
<b>NEW TRUCK DEPARTMENT</b>										
1	MACK - CLASS 8									
2	VOLVO - CLASS 8	60	6768866	296782	4.4	420	46778806	1879441	4.0	
3	OTHER - CLASS 8									
4	MEDIUM DUTY 4-7									
5	OTHER - NON CLASS 8	4	438400	14760	3.4	26	2803680	87314	3.1	
6	TRAILERS / OTHER EQUIPMENT		99844	2183	2.2		394113	19031	4.8	
7	FINANCE AND INSURANCE - NEW - NET (FROM LINE 72)			38421	0.5			152939	0.3	
8	COST OF SALES ADJUSTMENT - LIFO									
9	<b>TOTAL NEW TRUCK DEPARTMENT (LINES 1 THRU 8)</b>	<b>64</b>	<b>7307110</b>	<b>352146</b>	<b>4.8</b>	<b>446</b>	<b>49976599</b>	<b>2138725</b>	<b>4.3</b>	
<b>USED TRUCK DEPARTMENT</b>										
11	MACK CLASS 8 RETAIL (CERT & NON CERT.)									
12	VOLVO CLASS 8 RETAIL (CERT & NON CERT.)									
13	OTHER CLASS 8 RETAIL	47	2122774	285214	13.4	314	14265177	739906	5.2	
14	MACK CLASS 8 DEALER TRADE (CERT & NON-CERT.)									
15	VOLVO CLASS 8 DEALER TRADE (CERT & NON-CERT.)									
16	OTHER - CLASS 8 DEALER TRADE									
17	OTHER - RETAIL									
18	WHOLESALE TRUCK - MACK / VOLVO CLASS 8									
19	WHOLESALE TRUCK - OTHER CLASS 8	23	385900	- 9939	- 2.6	106	2076100	- 63590	3.1	
20	WHOLESALE OTHER									
21	RECONDITIONING (MEMO)									
22	INVENTORY ADJUSTMENT / LIFO ADJUSTMENT									
23	FINANCE & INSURANCE - USED - NET (FROM LINE 72)			465				71609	0.4	
24	<b>TOTAL USED TRUCK DEPARTMENT (LINES 11 THRU 23)</b>	<b>70</b>	<b>2508674</b>	<b>275740</b>	<b>11.0</b>	<b>420</b>	<b>16341277</b>	<b>747925</b>	<b>4.6</b>	
<b>SERVICE DEPARTMENT</b>										
26	CUSTOMER LABOR	R.O.'S	498	461244	354219	76.8	2973	2770851	202142773	0
27	WARRANTY LABOR	246	174200	137902	79.2	1646	1281167	994251	77.6	
28	INTERNAL - NEW	273	106073	75290	71.0	1597	556159	388153	69.8	
29	INTERNAL - USED									
30	INTERNAL LEASE DEPARTMENT									
31	PRE-DELIVERY INSPECTION							9298		
32	MACHINE & PUMP ROOM									
33	SUBLET REPAIRS		16190	2391	14.8		58703	12314	21.0	
34	UNAPPLIED TIME									
35	<b>TOTAL SERVICE DEPARTMENT (LINES 26 THRU 34)</b>	<b>1017</b>	<b>757707</b>	<b>569802</b>	<b>75.2</b>	<b>6216</b>	<b>4666880</b>	<b>3425443</b>	<b>73.4</b>	
<b>BODY SHOP DEPARTMENT</b>										
37	CUSTOMER LABOR - PAINT	R.O.'S	69	175153	115950	66.2	589	1556345	1077250	69.2
38	WARRANTY LABOR					15	9957	8503	85.4	
39	INTERNAL	5	3178	2245	70.6	54	49922	37272	74.7	
40	SUBLET REPAIRS		35407	7534	21.3		360355	60524	16.8	
41	UNAPPLIED TIME									
42	<b>TOTAL BODY SHOP DEPARTMENT (LINES 37 THRU 41)</b>	<b>74</b>	<b>213738</b>	<b>125729</b>	<b>58.8</b>	<b>658</b>	<b>1976579</b>	<b>1183549</b>	<b>59.9</b>	
<b>PARTS DEPARTMENT</b>										
44	RETAIL COUNTER - MACK & VOLVO	#				#				
45	RETAIL COUNTER - OTHER	2038	2040306	445666	21.8	13662	11788448	2553053	21.7	
46	SERVICE DEALER - WHOLESALE									
47	SERVICE DEALER - OVERRIDE									
48	SERVICE DEPT - CUSTOMER		347604	100121	28.8		2171673	628973	29.0	
49	WARRANTY	101	192294	41346	21.5	817	1457486	328630	22.5	
50	INTERNAL - NEW		136484	31260	22.9		805624	182056	22.6	
51	INTERNAL - USED									
52	BODY SHOP DEPARTMENT		154087	29018	18.8		1372203	257997	18.8	
53	LEASE DEPARTMENT									
54	GAS, OIL AND GREASE									
55	REBUILT EXCHANGE / CHANGE OVER / GLIDER KITS									
56	VOLUME BONUS & REBATES - PARTS			55593				324443		
57	PURCHASE ADJUSTMENT									
58	INVENTORY ADJUSTMENT/LIFO ADJUSTMENT									
59	<b>TOTAL PARTS DEPARTMENT (LINES 44 THRU 58)</b>	<b>2139</b>	<b>2870775</b>	<b>703004</b>	<b>24.5</b>	<b>14479</b>	<b>17595434</b>	<b>4275152</b>	<b>24.3</b>	
60	<b>TOTAL SERVICE, BODY, PARTS (LINES 35 + 42 + 59)</b>	<b>3230</b>	<b>3842220</b>	<b>1398535</b>	<b>36.4</b>	<b>21353</b>	<b>24238893</b>	<b>8884144</b>	<b>36.7</b>	
61	<b>TOTAL LEASE &amp; OTHER DEPTS (PAGE 5, LINES 2 &amp; 3)</b>									
62	<b>TOTAL ALL DEPARTMENTS (LINES 9 + 24 + 60 + 61)</b>		<b>13658004</b>	<b>2026421</b>	<b>14.8</b>		<b>90556769</b>	<b>11770794</b>	<b>13.0</b>	
<b>FINANCE &amp; INSURANCE INCOME</b>										
64	FINANCE INCOME	NEW	MONTH	NEW	YEAR TO DATE	USED	MONTH	USED	YEAR TO DATE	
64	FINANCE INCOME	14	51174	52	204066	29	17058	140	182955	
65	INSURANCE INCOME (NET)	7		25	9000	3		21	11451	
66	EXTENDED SERVICE CONTRACTS (NET)									
67	OTHER F & I INCOME (NET)									
68	<b>SUBTOTAL (LINES 64 THRU 67)</b>	<b>21</b>	<b>51174</b>	<b>77</b>	<b>213066</b>	<b>32</b>	<b>17058</b>	<b>161</b>	<b>194406</b>	
69	SALARIES & COMMISSIONS		12753		48777		16593		115974	
70	CHARGEBACKS				11350				6823	
71	OTHER F & I EXPENSE									
72	<b>FINANCE &amp; INSURANCE NET INCOME (LINES 68 - 69 - 70 - 71)</b>		<b>38421</b>		<b>152939</b>		<b>465</b>		<b>71609</b>	

VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT							C.A.B.S. # -	CURRENT MONTH	PAGE 3		
							JUL				
LINE NO	ACCOUNT NAME	TOTAL OPERATION			DEPT. 1 NEW TRUCKS		DEPT. 2 USED TRUCKS				
		MONTH	% OF SALES	YEAR TO DATE	% OF SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	INCOME										
2	SALES	13658004	100.0	90556769	100.0	7307110	49976599	2508674	16341277		
3	GROSS PROFIT	2026421	14.8	11770794	13.0	352146	2138725	275740	747925		
4	EXPENSES		% of GP		% of GP						
5	COMMISSIONS & INCENTIVES	119000	5.9	631716	5.4	37585	174747	81415	456969		
6	DELIVERY EXPENSE	501		14431	0.1	137	5897	364	8534		
7	POLICY	1474	0.1	42127	0.4	961	3262	513	38865		
8	OTHER	67657	3.3	447098	3.8	30890	212299	36767	234799		
9	TOTAL VAR. SELLING EXPENSES (LINES 5 THRU 8)	188632	9.3	1135372	9.6	69573	396205	119059	739167		
10	SALARIES - OWNERS	45000	2.2	315000	2.7						
11	SUPERVISION	209862	10.4	1375202	11.7	34234	229442	27134	206462		
12	SALESPeOPLE / COUNTERPeOPLE										
13	OFFICE & CLERICAL	347992	17.2	2082469	17.7			3097	26819		
14	BONUSES / COMMISSIONS / INCENTIVES										
15	ABSENTEE COMPENSATION / VACATION	19400	1.0	135800	1.2						
16	EMPLOYEE BENEFITS	107990	5.3	795410	6.8	9594	73794	16649	100597		
17	TAXES - PAYROLL	78132	3.9	489803	4.2	6755	50430	16965	90667		
18	ALLOCATION OF UNALLOCATED EXPENSES										
19	TOTAL PERSONNEL EXPENSES (LINES 10 THRU 16)	808376	39.9	5193684	44.1	50583	353666	63845	424545		
20	ADVERTISING & PROMOTION	38391	1.9	204708	1.7	4745	28440	26267	123935		
21	BAD DEBTS										
22	COMPANY VEHICLE EXPENSE	34164	1.7	201200	1.7	3173	24890	3525	18512		
23	USED INVENTORY EXPENSE										
24	DATA PROCESSING	61558	3.0	303827	2.6	3299	22245	5605	38725		
25	DEMONSTRATORS										
26	FREIGHT	10061	0.5	25597	0.2	782	4179	2052	10382		
27	INTEREST FLOORPLAN	36277	1.8	350198	3.0	33916	297436	2361	52762		
28	OFFICE SUPPLIES	5095	0.3	33839	0.3	482	2360	1725	6875		
29	PERMITS, FEES, LICENSES & TAXES	4100	0.2	28700	0.2	420	2940	420	2940		
30	POLICY ADJUSTMENT - COMEBACKS	1799	0.1	30120	0.3						
31	POLICY ADJUSTMENT - WARRANTY W/O										
32	POSTAGE / COURIER										
33	PROFESSIONAL / LEGAL FEES	10563	0.5	72649	0.6			563	1763		
34	REPAIR & MAINTENANCE - EQUIPMENT	2254	0.1	16912	0.1				1124		
35	SHOP SUPPLIES AND TOOLS (NET)	21487	1.1	13453	0.1	4028	21993	2631	10004		
36	TELEPHONE	8874	0.4	55778	0.5	912	6515	1717	13410		
37	TRAINING	13375	0.7	47010	0.4		1467				
38	TRAVEL & ENTERTAINMENT	15340	0.8	219902	1.9	803	13441	824	6621		
39	UNIFORMS & LAUNDRY										
40	OTHER SEMI-FIXED EXPENSE	103407	5.1	683360	5.8	2849	29682	7107	55272		
41	ALLOCATION OF UNALLOCATED EXPENSES										
42	TOTAL SEMI-FIXED EXPENSES (LINES 20 THRU 41)	366745	18.1	2287253	19.4	55409	455588	54797	342325		
43	RENT OR LEASE - FACILITIES	207693	10.2	1347143	11.4	26701	186906	47538	326568		
44	AMORTIZATION - LEASEHOLDS	12877	0.6	90136	0.8	562	3953	562	3953		
45	REPAIR & MAINTENANCE - BUILDINGS	10017	0.5	55390	0.5	73	3180	1223	4656		
46	DEPRECIATION - BUILDINGS & IMPROVEMENTS										
47	TAXES-REAL ESTATE	14352	0.7	100452	0.9	1438	10063	3138	21963		
48	INSURANCE - BUILDINGS										
49	INTEREST - MORTGAGE										
50	UTILITIES	16088	0.8	111516	0.9	526	3241	2799	19905		
51	EQUIPMENT RENTAL & LEASE	6154	0.3	43076	0.4		178		178		
52	DEPRECIATION - OTHER	58216	2.9	387866	3.3	860	5489	2092	14647		
53	INSURANCE - OTHER	45151	2.2	307439	2.6	6873	48563	8969	61456		
54	ALLOCATION OF UNALLOCATED EXPENSES										
55	TOTAL OCCUPANCY (LINES 43 THRU 54)	370548	18.3	2443018	20.8	37033	261573	66321	453326		
56	TOTAL FIXED OVERHEAD (LINES 19, 42 & 55)	1545669	76.3	9923955	84.3	143025	1070827	184963	1220196		
57	TOTAL EXPENSES (LINES 9 & 56)	1734301	85.6	11059327	94.0	212598	1467032	304022	1959363		
58	OPERATING PROFIT (LOSS) (LINE 3 MINUS 57)	292120	14.4	711467	6.0	139548	671693	- 28282	- 1211438		
59	NET ADDITIONS (DEDUCTIONS) (PAGE 3 LINE 71)	30587	1.5	1206990	10.3						
60	BONUSES - OWNERS & OFFICERS										
61	YEAR-END ADJUSTMENTS	6		2							
62	NET PROFIT (LOSS) BEFORE TAX (LINES 58+59+60+61)	322713	15.9	1918459	16.3						
63	INCOME TAX										
64	NET PROFIT (LOSS) AFTER TAX (LINE 62 MINUS 63)	322713	15.9	1918459	16.3						
65	NET LEASING INCOME FROM SEPARATE ENTITY										
66	ADDITIONS TO INCOME	MONTH	YEAR TO DATE			DEDUCTIONS FROM INCOME		MONTH	YEAR TO DATE		
67	CASH DISCOUNTS EARNED					CASH DISCOUNT ALLOWED					
68	GAIN FROM SALE OF LEASED ASSETS					LOSS FROM SALE OF LEASED ASSETS					
69	INTEREST INCOME					INTEREST EXPENSE					
70	OTHER INCOME	39998	1261190			OTHER DEDUCTIONS		9411	54200		
71	TOTAL ADDITIONS (TO LINE 59 ABOVE)	39998	1261190			TOTAL DEDUCTIONS (TO LINE 59 ABOVE)		9411	54200		
72	NEW VEHICLES - MACK	NEW VEHICLES - VOLVO		VEHICLE INVENTORY AGING		NEW VEHICLES - GMC / OTHER		USED VEHICLES - ALL			
73	UNITS	AMOUNT (\$)	UNITS	AMOUNT (\$)	DAYS IN STOCK		UNITS	AMOUNT (\$)	UNITS	AMOUNT (\$)	
74					1 - 60 DAYS						
75					61 - 180 DAYS						
76					180 + DAYS						
77					TOTAL						

VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT								CABS #-	CURRENT MONTH	PAGE 4
LINE NO	ACCOUNT NAME	DEPT. 3 SERVICE		DEPT. 4 BODY SHOP		DEPT. 5 PARTS		UNALLOCATED EXPENSES		
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
1	INCOME									
2	SALES	757707	4666880	213738	1976579	2870775	17595434			
3	GROSS PROFIT	569802	3425443	125729	1183549	703004	4275152			
4	EXPENSES		SERVICE	BODY	SERVICE	BODY				
5	HOURLY LABOR RATES	Retail	184.00	184.00			TECHNICIAN WAGE RATE			
6		Warranty	184.00	184.00						
7		Internal		100.00						
8		Internal - New	100.00							
9		Internal - Used								
10	SALARIES - OWNERS						45000	315000		
11	SUPERVISION	37809	232963	6399	55454	33041	217702	71245	433179	
12	SALESPERSON / COUNTERPEOPLE									
13	OFFICE & CLERICAL	86072	526790	20234	143199	190783	1130114	47806	255547	
14	BONUSES / COMMISSIONS / INCENTIVES									
15	ABSENTEE COMPENSATION / VACATION	13900	97300	5500	38500					
16	EMPLOYEE BENEFITS	32389	249769	11532	75691	23629	159743	14197	135816	
17	TAXES - PAYROLL	24734	153365	5811	45337	16907	105353	6960	44651	
18	ALLOCATION OF UNALLOCATED EXPENSES							185208	1184193	
19	TOTAL PERSONNEL (LINES 10 THRU 18)	194904	1260187	49476	358181	264360	1612912			
20	ADVERTISING & PROMOTION	2761	21643	1022	7502	2927	20668	669	2520	
21	BAD DEBTS									
22	COMPANY VEHICLE EXPENSE	7754	46627	946	14740	15102	86422	3664	10009	
23	USED INVENTORY EXPENSE									
24	DATA PROCESSING	18198	82459	2825	18617	11558	65470	20073	76311	
25	DEMONSTRATORS									
26	FREIGHT	178	553		3	6794	8994	255	1486	
27	INTEREST FLOORPLAN									
28	OFFICE SUPPLIES	716	7528			366	3706	1806	13370	
29	PERMITS, FEES, LICENSES & TAXES	1080	7560	400	2800	1780	12460			
30	POLICY ADJUSTMENT - COMEBACKS	1799	30120							
31	POLICY ADJUSTMENT - WARRANTY W/O									
32	POSTAGE / COURIER									
33	PROFESSIONAL / LEGAL FEES		886					10000	70000	
34	REPAIR & MAINTENANCE - EQUIPMENT	2254	9995		5009		784			
35	SHOP SUPPLIES AND TOOLS (NET)	- 21087	- 79242	396	- 643	33327	49817	2192	11524	
36	TELEPHONE	1670	9190	410	2839	2277	11481	1888	12343	
37	TRAINING	12970	43902	405	1174		467			
38	TRAVEL & ENTERTAINMENT	1443	7721	47	726	4302	13708	7921	177685	
39	UNIFORMS & LAUNDRY									
40	OTHER SEMI-FIXED EXPENSE	19378	136365	4682	77900	33323	203103	36068	181038	
41	ALLOCATION OF UNALLOCATED EXPENSES							84536	556286	
42	TOTAL SEMI-FIXED (LINES 20 THRU 41)	49114	325307	11133	130667	111756	477080			
43	RENT OR LEASE - FACILITIES	55553	338618	22348	156433	55553	338618			
44	AMORTIZATION - LEASEHOLDS	1311	9152	405	2835	1310	9151	8727	61092	
45	REPAIR & MAINTENANCE - BUILDINGS	3371	16794		235	2293	7296	3057	23229	
46	DEPRECIATION - BLDGS & IMPRVMENTS									
47	TAXES - REAL ESTATE	3388	23713	3000	21000	3388	23713			
48	INSURANCE - BUILDINGS									
49	INTEREST - MORTGAGE									
50	UTILITIES	2567	11641	1529	18605	2567	11641	6100	46483	
51	EQUIPMENT RENTAL AND LEASE	3875	27170			2279	15550			
52	DEPRECIATION - OTHER	15567	89823	2237	15656	13592	84155	23868	178096	
53	INSURANCE - OTHER	13240	87187	5727	40752	9605	65038	737	4443	
54	ALLOCATION OF UNALLOCATED EXPENSES							42489	313343	
55	TOTAL OCCUPANCY (LINES 43 THRU 54)	98872	604098	35246	255516	90587	555162			
56	TOTAL FIXED OVERHEAD (LINES 19, 42 & 55)	342890	2189592	95855	744364	466703	2645154			
57	TOTAL EXPENSES (LINE 56)	342890	2189592	95855	744364	466703	2645154			
58	OPER PROFIT (LOSS) (LINE 3 MINUS 57)	226912	1235851	29874	439185	236301	1629998			
59	PERSONNEL COUNT									
60	POSITION / DEPARTMENT	NEW	USED	SERVICE	BODY	PARTS	LEASING	UNALLOCATED	TOTAL	
61	OWNERS / OFFICERS							1	1	
62	MANAGERS / SUPERVISION	4	2	6	1	2		3	18	
63	FINANCE & INSURANCE		3						3	
64	SALESPERSON / COUNTERPEOPLE	7	11	9		20			47	
65	OFFICE & CLERICAL		2	4	1	3		5	15	
66	TECHNICIANS / APPRENTICES			43	16				59	
67	OTHER		1	4	1	30		6	42	
68	UNALLOCATED PERSONNEL									
69	TOTAL	11	19	66	19	55		15	185	
70	NUMBER SERVICE BAYS									
71	NUMBER OF WORKING DAYS									
72	EMERGENCY ORDER									
73	ABSORPTION								MONTH	YEAR TO DATE
74	WITH INTEREST FLOORPLAN = (PAGE 4, LINE 3 SERVICE, BODY, PARTS) / (PAGE 3, LINE 56)								90.5 %	89.5 %
75	WITHOUT INTEREST FLOORPLAN = (PAGE 4, LINE 3 SERVICE, BODY, PARTS) / (PAGE 3, LINE 56) - (PAGE 3, LINE 27)								92.7 %	92.8 %

VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT				C.A.B.S. #-	CURRENT MONTH	PAGE 5			
		DEPT. 6 LEASING		DEPT. 7		DEPT. 8			
LINE NO	ACCOUNT NAME	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE		
1	INCOME								
2	SALES FROM LINE 72								
3	GROSS PROFIT NET FROM LINE 72								
4	EXPENSES								
5	COMMISSIONS & INCENTIVES								
6	DELIVERY EXPENSE								
7	POLICY								
8	OTHER								
9	TOTAL VAR. SELLING EXPENSES (LINES 5 THRU 8)								
10	SALARIES - OWNERS								
11	SUPERVISION								
12	SALESPeOPLE / COUNTERPeOPLE								
13	OFFICE & CLERICAL								
14	BONUSES / COMMISSIONS / INCENTIVES								
15	ABSENTEE COMPENSATION / VACATION								
16	EMPLOYEE BENEFITS								
17	TAXES - PAYROLL								
18	ALLOCATION OF UNALLOCATED EXPENSES								
19	TOTAL PERSONNEL (LINES 10 THRU 18)								
20	ADVERTISING & PROMOTION								
21	BAD DEBTS								
22	COMPANY VEHICLE EXPENSE								
23	USED INVENTORY EXPENSE								
24	DATA PROCESSING								
25	DEMONSTRATORS								
26	FREIGHT								
27	INTEREST FLOORPLAN								
28	OFFICE SUPPLIES								
29	PERMITS, FEES, LICENSES & TAXES								
30	POLICY ADJUSTMENT - COMEBACKS								
31	POLICY ADJUSTMENT - WARRANTY W/O								
32	POSTAGE / COURIER								
33	PROFESSIONAL / LEGAL FEES								
34	REPAIR & MAINTENANCE - EQUIPMENT								
35	SHOP SUPPLIES AND TOOLS (NET)								
36	TELEPHONE								
37	TRAINING								
38	TRAVEL & ENTERTAINMENT								
39	UNIFORMS & LAUNDRY								
40	OTHER SEMI-FIXED EXPENSE								
41	ALLOCATION OF UNALLOCATED EXPENSES								
42	TOTAL SEMI-FIXED (LINES 20 THRU 41)								
43	RENT OR LEASE - FACILITIES								
44	AMORTIZATION - LEASEHOLDS								
45	REPAIR & MAINTENANCE - BUILDINGS								
46	DEPRECIATION - BUILDINGS & IMPROVEMENTS								
47	TAXES - REAL ESTATE								
48	INSURANCE - BUILDINGS								
49	INTEREST - MORTGAGE								
50	UTILITIES								
51	EQUIPMENT RENTAL AND LEASE								
52	DEPRECIATION - OTHER								
53	INSURANCE - OTHER								
54	ALLOCATION OF UNALLOCATED EXPENSES								
55	TOTAL OCCUPANCY (LINES 43 THRU 54)								
56	TOTAL FIXED OVERHEAD (LINES 19, 42 & 55)								
57	TOTAL EXPENSES (LINES 9 & 56)								
58	OPERATING PROFIT (LOSS) (LINE 3 MINUS 57)								
59	LEASE INCOME:			COST OF LEASES:					
60	FULL SERVICE LEASES			DEPRECIATION / NOTES PAYABLE					
61	COMMERCIAL RENTALS			INTEREST					
62	CONTRACT MAINTENANCE			LEGALIZATION					
63	NET / TRAC LEASES			MAINTENANCE / NON-CAPITALIZED VS					
64	LEGALIZATION REVENUE			FIXED INSURANCE COSTS					
65	PHYSICAL DAMAGE INSURANCE			PHYSICAL DAMAGE INSURANCE					
66	LIABILITY INSURANCE			LIABILITY INSURANCE					
67	FUEL			FUEL					
68	SALES & SERVICE			SALES & SERVICE					
69	PHYSICAL DAMAGE / DRIVER ABUSE			PHYSICAL DAMAGE / DRIVER ABUSE					
70	OUTSIDE VEHICLES			OUTSIDE VEHICLES					
71	MISCELLANEOUS REVENUE			MISCELLANEOUS COSTS					
72	TOTAL LEASE INCOME (LINES 60 THRU 71)			TOTAL COST OF LEASES (LINES 60 THRU 71)					
73	LEASE & RENTAL VEHICLES								
74	DESCRIPTION	CLASS 8	UNITS	COST	ACCUM DEPR.	NON-CLASS 8	UNITS	COST	ACCUM DEPR.
75	LEASE VEHICLES								
76	RENTAL VEHICLES								
77	TERMINATED - NOT DISPOSED / SURPLUS								
78	TOTAL (NET TO PG 1, LINE 53)								

**VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT** C.A.B.S#- CURRENT MONTH **JUL** PAGE 6

LINE NO.		MONTH				YEAR TO DATE			
		UNITS	SALES	GROSS PROFIT	GP % SLS	UNITS	SALES	GROSS PROFIT	GP % SLS
	<b>USED TRUCK DETAIL ANALYSIS</b>								
1	MACK CLASS 8 RETAIL - CERTIFIED								
2	RECONDITIONING (MEMO)								
3	MACK CLASS 8 RETAIL - NON-CERTIFIED								
4	RECONDITIONING (MEMO)								
5	VOLVO CLASS 8 - RETAIL CERTIFIED								
6	RECONDITIONING (MEMO)								
7	VOLVO CLASS 8 - RETAIL NON CERTIFIED								
8	RECONDITIONING (MEMO)								
9	OTHER CLASS 8 - RETAIL	47	2122774	285214	13.4	314	14265177	739906	5.2
10	RECONDITIONING (MEMO)								
11	MACK CLASS 8 - DEALER TRADE CERTIFIED								
12	RECONDITIONING (MEMO)								
13	MACK CLASS 8 - DEALER TRADE NON CERTIFIED								
14	RECONDITIONING (MEMO)								
15	VOLVO CLASS 8 - DEALER TRADE CERTIFIED								
16	RECONDITIONING (MEMO)								
17	VOLVO CLASS 8 - DEALER TRADE NON CERTIFIED								
18	RECONDITIONING (MEMO)								
19	OTHER CLASS 8 - DEALER TRADE								
20	RECONDITIONING (MEMO)								
21	RETAIL OTHER								
22	RECONDITIONING (MEMO)								
23	WHOLESALE TRUCK - MACK/VOLVO CLASS 8								
24	RECONDITIONING (MEMO)								
25	WHOLESALE TRUCK - OTHER CLASS 8	23	385900	- 9939	2.6	106	2076100	- 63590	3.1
26	RECONDITIONING (MEMO)								
27	WHOLESALE OTHER								
28	RECONDITIONING (MEMO)								
29	RECONDITIONING RETAIL TOTAL (MEMO)								
30	INVENTORY ADJ. / LIFO ADJUSTMENT								
31	F & I - USED - NET (Page 2 Line 72)			465				71609	0.4
32	<b>TOTAL USED TRUCK DEPARTMENT</b>	<b>70</b>	<b>2508674</b>	<b>275740</b>	<b>11.0</b>	<b>420</b>	<b>16341277</b>	<b>747925</b>	<b>4.6</b>

33  
34  
35  
36

SERVICE & BODY SHOP HOURS ANALYSIS	SERVICE				BODY				
	MONTH		YEAR TO DATE		MONTH		YEAR TO DATE		
	HOURS SOLD	HOURS PRODUCED	HOURS SOLD	HOURS PRODUCED	HOURS SOLD	HOURS PRODUCED	HOURS SOLD	HOURS PRODUCED	
41	RETAIL								
42	WARRANTY								
43	INTERNAL								
44	INTERNAL - NEW								
45	INTERNAL - USED								
46	<b>TOTAL</b>								

19AUG20 10:45

**OverFlow List**

**A = 2072767 P1**

**B = 1009684 P1**

**C = 2680550 P1**

**D = 1484830 P1**