



# VOLVO GROUP N.A.

## DISTRIBUTOR FINANCIAL STATEMENT 2021

CARS # - 591      CURRENT MONTH SEP      YEAR ENDING 31 DEC 2021  
 FOR THE PERIOD FROM: 01/01/21      THRU: 09/30/21  
 MULTI-LOCATION CONSOLIDATION STATEMENT      YES x      NO x

DEALERSHIP NAME		TRANSEEDGE TRK CENTER ALLE		CITY ALLENTOWN		STATE PA						
ASSETS				AMOUNT	LINE	LIABILITIES			AMOUNT			
CURRENT ASSETS				(OMIT CENTS)	NO.	CURRENT LIABILITIES			(OMIT CENTS)			
CASH				6959643	1	ACCOUNTS PAYABLE - MACK / VOLVO			1394916			
CONTRACTS IN TRANSIT - NEW					2	ACCOUNTS PAYABLE - OTHER			482112			
CONTRACTS IN TRANSIT - USED					3	CUSTOMER DEPOSITS			421809			
MARKETABLE SECURITIES				213733	4	TOTAL ACCOUNTS PAYABLE (LINES 1 THRU 3)			2298837			
TOTAL CASH AND EQUIVALENT (LINES 1 THRU 4)				7173376	5	NOTES PAYABLE						
NET ACCOUNTS RECEIVABLES (FROM BELOW)				1474829	6	NEW VEHICLES - FLOORPLAN			33149502			
TOTAL CASH & ACCOUNTS RECEIVABLES (LINES 5 & 6)				8648205	7	USED VEHICLES - FLOORPLAN			1539866			
INVENTORIES - NEW					8	SHORT TERM NOTES PAYABLE			957155			
MACK - CLASS 8				220	9	LONG TERM DUE WITHIN ONE YEAR			-1319007			
VOLVO - CLASS 8				2	10	TOTAL NOTES PAYABLE (LINES 6 THRU 9)			34327516			
OTHER - CLASS 8				4	11	ACCRUED LIABILITIES						
MEDIUM DUTY 4-7				20	12	ACCRUED WAGES, SALARIES, COMM., BONUSES			225401			
OTHER - NON CLASS 8					13	ACCURED PAYROLL TAXES & DEDUCTIONS			4502			
DEMONSTRATORS					14	ACCRUED SALES TAX & FRET			83102			
TRAILERS / OTHER EQUIPMENT					15	INTEREST PAYABLE			145126			
LIFO RESERVE - NEW				( 1497900 )	16	ACCRUED PENSION PAYABLE / 401K						
TOTAL NEW TRUCK INVENTORY (LINES 9 THRU 16)				31168014	17	ACCRUED - OTHER (INCLUDES CORES)			706034			
INVENTORIES - USED					18	INCOME TAXES			24327			
USED MACK CLASS 8 - CERTIFIED					19	TOTAL ACCRUED LIABILITIES (LINES 12 THRU 18)			1188492			
USED MACK CLASS 8 - NON-CERTIFIED				30	20	TOTAL CURRENT LIABILITIES (LINES 4, 10, 19)			37814845			
USED VOLVO CLASS 8 - CERTIFIED					21	LONG TERM LIABILITIES						
USED VOLVO CLASS 8 - NON-CERTIFIED					22	MORTGAGES PAYABLE						
USED OTHER CLASS 8					23	NOTES PAYABLE - EQUIPMENT LOANS						
USED OTHER					24	NOTES PAYABLE - OWNERS & OFFICERS			37000			
ALLOWANCE FOR WRITE-DOWN				( )	25	NOTES PAYABLE - OTHER LONG TERM (NET)			5266158			
LIFO RESERVE - USED				( )	26	NOTES PAYABLE - LEASED VEHICLES						
TOTAL USED TRUCK INVENTORY (LINES 19 THRU 26)				2145251	27	TOTAL LONG TERM LIABILITIES (LINES 22 THRU 26)			5303158			
PARTS INVENTORY					28	TOTAL LIABILITIES (LINES 20 + 27)			43118003			
PARTS & ACCESSORIES - MACK & VOLVO				4681695	29	NET WORTH						
EXCHANGE INVENTORY (Cores)				255807	30	CORPORATION ONLY						
WORK-IN-PROCESS - LABOR				85267	31	CAPITAL STOCK			83327			
WORK-IN-PROCESS SERVICE / BODY - PARTS				519387	32	TREASURY STOCK						
PAINT & BODY SHOP MATERIAL					33							
GAS, OIL & GREASE					34	ADDITIONAL PAID IN CAPITAL						
SUBLET REPAIRS INVENTORY				24648	35	RETAINED EARNINGS			12242111			
OTHER INVENTORIES				371477	36	DIVIDENDS			( )			
RESERVE FOR OBSOLESCENCE				( 177145 )	37	PARTNERSHIPS / PROPRIETORS						
LIFO RESERVE - PARTS				( 480209 )	38	INVESTMENTS						
TOTAL PARTS & ACCESSORIES - NET (LINES 29 THRU 38)				5280927	39	WITHDRAWALS			( )			
TOTAL INVENTORIES (LINES 17, 27, 39)				38594192	40							
PREPAID EXPENSES				257476	41							
TOTAL CURRENT ASSETS (LINES 7, 40, 41)				47499873	42							
FIXED ASSETS	ITEM	COST	ACCUMULATED DEPRECIATION		43	NEW TRUCK (UNITS)			USED UNITS	TOTAL PROFIT/ (LOSS)		
						MACK/VOLVO	GMC	VCE/ OTHER				
	LAND @ COST				44							
	BUILDINGS	741684	239238	502446	45	JAN	30		2	8	159309	
	MACHINERY & EQUIP.	1734949	1370705	364244	46	FEB	24			11	140640	
	COMPUTER SOFT / HARDWARE	1046122	925525	120597	47	MAR	35			21	453083	
	FURNITURE & FIXTURES	1135110	1050347	84763	48	APR	27		1	10	247242	
	CARS & TRUCKS	1575355	1282201	293154	49	MAY	58		1	21	504706	
	LEASEHOLD IMPROVEMENTS	2289016	1726899	562117	50	JUN	63			8	324147	
	OTHER				51	JUL	58			21	266084	
TOTAL NET FIXED ASSETS (LINES 44 THRU 51)				1927321	52	AUG	42	41		11	459622	
TOTAL LEASE & RENTAL VEHICLES (NET)					53	SEP	45	8	2	2	76669	
OTHER ASSETS	FINANCE RESERVE					54						
	DUE FROM OFFICERS & EMPLOYEES				2254685	55						
	LIFE INSURANCE - CASH VALUE					56						
	DEPOSITS ON CONTRACTS				13616	57						
	OTHER				6379449	58	TOTAL	382	49	6	113	TOTAL → 2631503
	TOTAL OTHER ASSETS (LINES 54 THRU 58)				8647750	59	TOTAL NET WORTH (LINES 31 THRU 39 + 58)					14956941
TOTAL ASSETS (LINES 42, 52, 59, 59)				58074944	60	TOTAL LIABILITIES & NET WORTH (LINES 28 + 59)					58074944	

### RECEIVABLE AGING ANALYSIS

DESCRIPTION	TOTAL	CURRENT	PAST DUE (31-60)	PAST DUE (61-90)	OVER 90
SERVICE LABOR & PARTS	656418	559249	-4081	38245	63005
BODY LABOR & PARTS					
VEHICLES - NEW	277371	277371			
VEHICLES - USED					

### PARTS INVENTORY AGING SCHEDULE

# MONTHS	MACK & VOLVO	VCE & OTHER	EXCHANGE

VEHICLES - USED						IN INVENTORY	VOLVO PARTS	OTHER PARTS	INVENTORY
NOTES									
WARRANTY - MACK	67155	62119	5662	-1830	1204	< 6 MTHS	3905656	309901	221287
WARRANTY - VOLVO / OTHER	44041	42572	976	5861	-5368	> 6 MTHS			
VOLUME BONUS / HOLDBACK TRUCK						< 9 MTHS	268137	21276	13708
VOLUME BONUS - PARTS						> 9 MTHS			
LEASE & RENTAL						< 12 MTHS	134069	10638	6854
PARTS RETURNED IN TRANSIT	450562	261242	86729	39801	62790	> 12 MTHS			
OTHER	21053	49089	12022		-40058				
TOTAL RECEIVABLE	1516600	1251642	101308	82077	81573		373833	29662	13958
LESS: ALLOWANCE FOR BAD DEBTS	( 41771 )								
TOTAL NET RECEIVABLES (PAGE 1 LINE 6)	1474829					TOTAL	4681695	371477	255807

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VOLVO GROUP N.A. DISTRIBUTOR FINANCIAL STATEMENT					C.A.S.#	CURRENT MONTH		PAGE 2	
					591	SEP			
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	39	5256134	238280	4.5	346	45746959	1970778	4.3
2	VOLVO - CLASS 8	6	807034	52369	6.5	36	4932849	307053	6.2
3	OTHER - CLASS 8	2	186383	1391	0.7	2	186383	1391	0.7
4	MEDIUM DUTY 4-7	8	701116	11255	1.6	49	3711562	124785	3.4
5	OTHER - NON CLASS 8					4	303918	185416	61.0
6	TRAILERS / OTHER EQUIPMENT								
7	FINANCE & INSURANCE - NEW - NET (FROM LINE 72)			15008	0.2			198215	0.4
8	COST OF SALES ADJUSTMENT - LIFO								
9	<b>TOTAL NEW TRUCK DEPARTMENT</b> (LINES 1 THRU 8)	<b>55</b>	<b>6950667</b>	<b>318303</b>	<b>4.6</b>	<b>437</b>	<b>54881671</b>	<b>2787638</b>	<b>5.1</b>
<b>USED TRUCK DEPARTMENT</b>									
11	MACK CLASS 8 RETAIL (CERT. & NON-CERT.)	2	88500	-2429	-2.7	113	6443887	645649	10.0
12	VOLVO CLASS 8 RETAIL (CERT. & NON-CERT.)								
13	OTHER CLASS 8 RETAIL								
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								
20	WHOLESALE OTHER								
21	RECONDITIONING (MEMO)								
22	INVENTORY ADJUSTMENT / LIFO ADJUSTMENT								
23	FINANCE & INSURANCE - USED - NET (FROM LINE 72)							8185	0.1
24	<b>TOTAL USED TRUCK DEPARTMENT</b> (LINES 11 THRU 23)	<b>2</b>	<b>88500</b>	<b>-2429</b>	<b>-2.7</b>	<b>113</b>	<b>6443887</b>	<b>653834</b>	<b>10.1</b>
25	<b>SERVICE DEPARTMENT</b>	R.O.'S				R.O.'S			
26	CUSTOMER LABOR	559	652403	462191	70.8	5289	6154203	4628376	75.2
27	WARRANTY LABOR	285	153798	108456	70.5	2941	1702931	1242580	73.0
28	INTERNAL - NEW	165	100546	66417	66.1	1789	1003589	714676	71.2
29	INTERNAL - USED								
30	INTERNAL LEASE DEPARTMENT								
31	PRE-DELIVERY INSPECTION								
32	MACHINE & PUMP ROOM	1	250	177	70.8	34	60025	24534	40.9
33	SUBLET REPAIRS		78159	13972	17.9		879672	110911	12.6
34	UNAPPLIED TIME			-9703				-50866	
35	<b>TOTAL SERVICE DEPARTMENT</b> (LINES 26 THRU 34)	<b>1010</b>	<b>985156</b>	<b>641510</b>	<b>65.1</b>	<b>10053</b>	<b>9800420</b>	<b>6670211</b>	<b>68.1</b>
36	<b>BODY SHOP DEPARTMENT</b>	R.O.'S				R.O.'S			
37	CUSTOMER LABOR - PAINT								
38	WARRANTY LABOR								
39	INTERNAL								
40	SUBLET REPAIRS								
41	UNAPPLIED TIME								
42	<b>TOTAL BODY SHOP DEPARTMENT</b> (LINES 37 THRU 41)								
43	<b>PARTS DEPARTMENT</b>	#				#			
44	RETAIL COUNTER - MACK & VOLVO	4203	1196896	266713	22.3	38698	11560949	2582385	22.3
45	RETAIL COUNTER - OTHER	277	100793	23768	23.6	2920	1005210	250466	24.9
46	SERVICE DEALER - WHOLESALE	195	134781	15968	11.8	820	667093	75111	11.3
47	SERVICE DEALER - OVERRIDE								
48	SERVICE DEPT - CUSTOMER	633	635325	155595	24.5	6255	4622406	1184754	25.6
49	WARRANTY	213	137239	33982	24.8	2395	1721816	387459	22.5
50	INTERNAL - NEW	87	18312	2963	16.2	875	313906	56094	17.9
51	INTERNAL - USED							-214	
52	BODY SHOP DEPARTMENT								
53	LEASE DEPARTMENT	80	19801	3163	16.0	791	211202	32684	15.5
54	GAS, OIL & GREASE	1	73			17	1355	124	9.2
55	REBUILT EXCHANGE / CHANGEOVER / GLIDER KITS								
56	VOLUME BONUS & REBATES - PARTS			1404				231385	
57	PURCHASE ADJUSTMENT			3120				134669	
58	INVENTORY ADJUSTMENT / LIFO ADJUSTMENT			-4708				14609	
59	<b>TOTAL PARTS DEPARTMENT</b> (LINES 44 THRU 58)	<b>5689</b>	<b>2243220</b>	<b>501968</b>	<b>22.4</b>	<b>52771</b>	<b>20103937</b>	<b>4949526</b>	<b>24.6</b>
60	<b>TOTAL SERVICE, BODY, PARTS</b> (LINES 35 + 42 + 59)	<b>6699</b>	<b>3228376</b>	<b>1143478</b>	<b>35.4</b>	<b>62824</b>	<b>29904357</b>	<b>11619737</b>	<b>38.9</b>
61	<b>TOTAL LEASE &amp; OTHER DEPTS.</b> (PAGE 5, LINES 2 & 3)								
62	<b>TOTAL ALL DEPARTMENTS</b> (LINES 9 + 24 + 60 + 61)		<b>10267543</b>	<b>1459352</b>	<b>14.2</b>		<b>91229915</b>	<b>15061209</b>	<b>16.5</b>
63	<b>FINANCE &amp; INSURANCE INCOME</b>	NEW	MONTH	NEW	YEAR TO DATE	USED	MONTH	USED	YEAR TO DATE
64	FINANCE INCOME	6	16761	49	134584			13	11435
65	INSURANCE INCOME (NET)								
66	EXTENDED SERVICE CONTRACTS (NET)	4	246	84	81975				
67	OTHER F&I INCOME (NET)								
68	<b>SUBTOTAL</b> (LINES 64 THRU 67)	<b>10</b>	<b>17007</b>	<b>133</b>	<b>216559</b>			<b>13</b>	<b>11435</b>

69	SALARIES & COMMISSIONS		1999		16003		3250
70	CHARGEBACKS				2341		
71	OTHER F & I EXPENSE						
72	<b>FINANCE &amp; INSURANCE NET INCOME</b>	(LINES 68 - 69 - 70 - 71)		15008	198215		8185

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