

# ATD TRUCK COMPOSITE REPORTING FORM

Dealer Name		K. Neal International Trucks		Code	This statement covers a <u>Dec 31</u> month period		
Address					from:	01/01/21	
City	Hyattsville	State	MD	Zip	20781	to:	31-Dec-21

## BALANCE SHEET

ASSETS		AMOUNTS	LIABILITIES		AMOUNTS
<b>CASH AND EQUIVALENT:</b>			<b>ACCOUNTS PAYABLE:</b>		
CASH		2,436,481	1	ACCOUNTS PAYABLE - TRADE	887,751
CONTRACTS IN TRANSIT		0	2	OTHER	
SECURITIES (AT COST) & OTHER		0	3		
<b>TOTAL CASH &amp; EQUIVALENT (LINES 2 THRU 4)</b>		<b>2,436,481</b>	4		
<b>RECEIVABLES:</b>			5	<b>NOTES PAYABLE:</b>	
SERVICE AND PARTS		1,097,405	6	FLOOR PLAN - NEW PRIMARY - MD & HD	18,259,207
VEHICLE		3,726,239	7	FLOOR PLAN - NEW - OTHER	
LEASE & RENTAL		(2,770)	8	FLOOR PLAN - USED	0
NOTES RECEIVABLE			9	SHORT TERM	
FACTORY RECEIVABLES		175,522	10	CUSTOMER DEPOSITS	1,524,182
DEFERRED CREDIT (HOLDBACK)			11	OTHER	396,605
WARRANTY & POLICY		140,335	12	<b>SUB TOTAL - NOTES PAY. (LINES 6 TO 11)</b>	20,179,993
OTHER		6,511,878	13	ACCRUED TAXES & FET	189,474
<b>TOTAL RECEIVABLES (LINES 7 THRU 14)</b>		<b>11,648,609</b>	14	OTHER ACCRUED LIABILITIES	2,704,077
<b>LESS ALLOWANCE FOR DOUBTFUL ACCOUNTS</b>		<b>104,077</b>	15	<b>TOTAL ACCRUED LIABILITIES (LINES 13 &amp; 14)</b>	<b>2,893,551</b>
<b>TOTAL NET RECEIVABLES (LINES 15 LESS 16)</b>		<b>11,544,532</b>	16	<b>TOT CURRENT LIAB (LINES 2 THRU 4, 12 &amp; 15)</b>	<b>23,961,296</b>
<b>INVENTORIES:</b>			17	<b>LONG TERM LIABILITIES:</b>	
TYPE A	UNITS: 80	6,355,367	18	NOTES PAYABLE - LEASE & RENTAL VEH.	5,599,289
N TYPE C	UNITS:		19	OTHER LONG TERM LIABILITIES	3,043,935
E TYPE D	UNITS:		20	LESS CURRENT PORTION LONG TERM DEBT	1,306,153
W OTHER NEW	UNITS: 30	3,106,194	21	<b>TOTAL LONG TERM DEBT (LINES 18 THRU 20)</b>	<b>7,337,071</b>
Commercial			22	<b>TOTAL LIABILITIES (LINE 16 &amp; 21)</b>	<b>31,298,367</b>
<b>TOTAL NEW EQUIPMENT (LINES 19 THRU 23)</b>		<b>9,461,561</b>	23	<b>NET WORTH:</b>	
U USED BUSES	TOTAL UNITS:		24	CAPITAL STOCK	1,610,707
S REPOSSESSIONS			25	RETAINED EARNINGS - CORP ONLY	6,097,646
E USED TRAILERS, EQUIPMENT & OTHER		624,400	26	DIVIDENDS	
D TOTAL USED EQUIPMENT (LINES 25 THRU 27)		624,400	27	OTHER NET INVESTMENTS	
<b>PARTS AND ACCESSORIES</b>		<b>2,741,284</b>	28	<b>NET INVESTMENT (LINES 24 TO 27)</b>	<b>7,708,353</b>
FUEL, OIL & GREASE		5,769	29	<b>PROFIT / LOSS SUMMARY</b>	
GLIDER KITS			30	MO	UNITS PROFIT/LOSS
PAINT & BODY SHOP MATERIALS			31	JAN	Jan (64,745)
WORK IN PROCESS		34,322	32	FEB	Feb (114,815)
SUBLET REPAIRS		(28,556)	33	MAR	March (261,164)
CORES		252,016	34	APR	April (147,937)
OTHER		(603,624)	35	MAY	May (130,880)
ALLOWANCE FOR PARTS INVENTORY ADJUSTMENT		(21,488)	36	JUN	June 413,923
LIFO RESERVE - PARTS			37	JUL	July 126,327
<b>TOTAL P&amp;A + OTHER INVENTORY (LINES 29 THRU 38)</b>		<b>2,379,724</b>	38	Sep	Aug 378,271
<b>TOTAL INVENTORIES (LINES 24, 28 &amp; 39)</b>		<b>12,465,685</b>	39	SEP	sept 21,364
<b>TOTAL PREPAID EXPENSES</b>		<b>231,327</b>	40	OCT	Oct (139,317)
<b>TOTAL CURRENT ASSETS (LINES 5, 17, 40 &amp; 41)</b>		<b>26,678,024</b>	41	NOV	Nov (31,498)
<b>TOTAL FIXED ASSETS</b>		<b>473,035</b>	42	DEC	Dec (167,413)
<b>TOTAL LEASE &amp; RENTAL VEHICLES</b>		<b>5,763,536</b>	43	TOTAL	(117,883)
<b>OTHER ASSETS:</b>			44	<b>TOTAL NET WORTH (LINES 28 &amp; 43)</b>	
FINANCE COMPANY RESERVE			45	<b>TOTAL NET WORTH &amp; LIAB. (LINES 22 &amp; 44)</b>	
RECEIVABLES-OFFICERS & EMPLOYEES			46		
LIFE INSURANCE-CASH VALUE			47		
DEPOSITS ON CONTRACTS		64,603	48		
OTHER NON-FRANCHISE ASSETS			49		
OTHER		5,909,638	50		
<b>TOTAL OTHER ASSETS (LINES 46 TO 51)</b>		<b>5,974,241</b>	51		
<b>TOTAL ASSETS (LINES 42 THRU 44, &amp; 52)</b>		<b>38,888,837</b>	52		
			53		

EQUIPMENT INVENTORY	# DAYS IN INVENTORY	
	1-90 DAYS	OVER 90 DAYS
NEW - HD	65	15
OTHER	22	8
<b>TOTAL NEW UNITS</b>	<b>87</b>	<b>23</b>
USED	3	11
USED OTHER		
<b>TOTAL USED UNITS</b>	<b>3</b>	<b>11</b>

ACCOUNTS RECEIVABLE AGING ANALYSIS			
	L&R	SVC/PTS	WARRANTY
CURRENT: 1-30 DAYS	35,226	774,580	113,513
PAST DUE: 31 TO 60 DAYS	(61,689)	213,319	5,862

	61 TO 90 DAYS	17,418	68,398	7,417
	OVER 90 DAYS	6,275	41,108	13,543
TOTAL		<b>(2,770)</b>	<b>1,097,405</b>	<b>140,335</b>



PAGE 2		DEPARTMENTAL INCOME AND EXPENSE						DEPARTMENTAL INCOME AND EXPENSE						PAGE 3			
fill in other accounts if possible		TOTAL INCOME AND EXPENSE		A - NEW TRUCKS		B - USED TRUCKS		C - PARTS DEPARTMENT		D - GENERAL SERVICE		E - BODY SHOP		F - LEASE			
LINE NO	ACCOUNT NAME	MONTH	YTD	MONTH	YTD	MONTH	YTD	NO	NO	MONTH	YTD	MONTH	YTD	MONTH	YTD	NO	
1	NET SALES:	9,733,696	92,060,824	7,670,699	66,177,801	0	2,225,980	1	1	1,326,234	15,104,602	452,724	5,200,406	75,172	805,619	208,868	2,546,418
2	GROSS PROFIT:	1,301,528	14,958,622	400,425	4,354,950	(1,669)	195,458	2	2	354,736	3,862,865	289,248	3,493,922	49,698	502,959	209,091	2,548,467
3	V COMPENSATION/COMMISSIONS	300,376	3,190,944	59,454	685,627	0	85,091	3	3	137,321	1,367,559	91,708	945,404	11,893	107,262		
4	A COMPENSATION - F&I	0	0					4	4								
5	R DELIVERY EXPENSE	0	0					5	5								
6	POLICY & WARRANTY (NEW & USED)	0	0					6	6								
7	S INTEREST - FLOOR PLAN	32,390	274,944	32,390	285,084	0	(10,140)	7	7								
8	E OTHER	31,411	159,367	8,131	(8,175)	0	(2,882)	8	8	958	19,459	22,323	149,180	0	1,784		
9	L TOTAL VAR EXP (LINES 3 THRU 8)	364,178	3,625,255	99,975	962,537	0	72,069	9	9	138,278	1,387,018	114,031	1,094,585	11,893	109,046	0	0
10	SALARIES - OWNERS	0	0					10	10								
11	P SALARIES - SUPERVISION	115,420	1,085,621	110,098	996,229	5,323	89,393	11	11								
12	E SALARIES - CLERICAL	0	0					12	12								
13	R OTHER SALARIES & WAGES	0	0					13	13								
14	S ACCRUED BONUSES	0	1,835					14	14	0	0		0	1,835			
15	O ABSENTEE COMPENSATION	0	0					15	15								
16	N TAXES - PAYROLL	0	0					16	16								
17	N EMPLOYEE BENEFITS	79,382	915,489	10,580	152,532	1,852	20,056	17	17	17,934	200,694	43,887	477,105	5,129	65,102		
18	E PENSION FUND	0	0					18	18								
19	L WORKMAN'S COMPENSATION	0	0					19	19								
20	OTHER	0	0	0	0			20	20								
21	TOT PERSONNEL EXP (LINES 10 TO 20)	194,802	2,002,945	120,678	1,148,761	7,174	109,448	21	21	17,934	200,694	43,887	477,105	5,129	66,937	0	0
22	ADVERTISING AND PROMOTION	6,594	30,578	3,528	(444)	1,147	13,218	22	22	1,519	12,625	400	5,110	0	70		
23	TRAINING	25,007	205,685	8,391	25,793	0	0	23	23	2,500	6,558	14,116	173,334				
24	FREIGHT	(6,557)	(82,306)					24	24	(6,557)	(82,306)						
25	S COMPANY VEHICLES	21,102	165,094					25	25	21,102	165,094						
26	E DEMONSTRATION EXPENSE	0	0					26	26								
27	M OFFICE SUPPLIES	4,193	49,918	1,012	11,690	758	11,117	27	27	1,967	21,628	456	5,228	0	255		
28	I OTHER SUPPLIES AND TOOLS	15,764	18,646					28	28	3,200	7,197	5,375	(46,420)	7,189	57,869		
29	- DATA PROCESSING	271	5,000	2	2,004			29	29					269	2,995		
30	F REPAIRS & MAINT. - EQUIP.	0	0					30	30								
31	I TAXES-STATE & LOCAL-OTHER	8,056	81,932	540	4,924			31	31							7,516	77,008
32	X INTEREST EXPENSE - OTHER	0	0					32	32								
33	E LEASE RUNNING COSTS	47,736	503,252					33	33							47,736	503,252
34	D LEASE DEPRECIATION	95,226	1,205,438					34	34							95,226	1,205,438
35	LEASE - TIRES & EQUIPMENT	0	0					35	35								
36	E LEASE - TAXES & LICENSES	0	0					36	36								
37	X LEASE - REPAIRS	0	0					37	37								
38	P INTEREST EXPENSE - L&R	19,105	302,153					38	38							19,105	302,153
39	E TRAVEL & ENTERTAINMENT	7,038	95,924	3,677	72,547	0	0	39	39	2,061	13,127	1,300	10,250	0	0		
40	N TELEPHONE & EQUIPMENT	742	10,967	247	4,381			40	40	268	2,732	198	3,042	30	811		
41	S LEGAL AND AUDIT	0	0					41	41								
42	E DUES AND SUBSCRIPTIONS	4,149	41,355	4,149	41,355	0	0	42	42								
43	CONTRIBUTIONS	0	0	0	0			43	43								
44	UNIFORMS AND LAUNDRY	6,703	45,567					44	44			6,703	45,567				
45	POLICY ADJUSTMENTS (P,S & B)	16,669	68,285					45	45	7,715	28,985	8,954	39,300				
46	MISCELLANEOUS	70,918	732,157	6,468	12,118	6,020	42,865	46	46	18,335	323,202	30,492	262,719	9,601	91,253	0	0
47	UNAPPLIED TIME	1,602	13,183					47	47			1,602	13,183				
48	BAD DEBT EXPENSE	0	0					48	48								
49	TOT SEMI-FIXED EXP (LINES 22 TO 48)	344,316	3,492,827	28,014	174,368	7,925	67,199	49	49	52,109	498,842	69,596	511,313	17,089	153,254	169,583	2,087,851
50	RENT/LEASE - FACILITIES	1,500	43,000			1,500	43,000	50	50								
51	DEPR. - BLDGS & IMPROV.	0	0					51	51								
52	DEPR. - EQUIP. & FIXTURES	0	0					52	52								
53	F AMORTIZATION - LEASEHOLDS	0	0					53	53								
54	I REPAIRS & MAINTENANCE	2,836	35,530					54	54	2,836	35,530						
55	X INSURANCE - BLDGS & IMPROV.	0	0					55	55								
56	E INSURANCE - OTHER	0	0					56	56							0	0
57	D TAXES - REAL ESTATE	0	0					57	57								
58	INTEREST MORTGAGES	0	0					58	58								
59	UTILITIES	0	0					59	59								
60	EQUIPMENT RENTED & LEASED	0	0					60	60								
61	OTHER	390,528	4,686,336	65,034	780,408	5,000	60,000	61	61	152,000	1,824,000	142,000	1,704,000	26,494	317,928		
62	TOT FIXED EXP (LINES 50 TO 61)	394,864	4,764,866	65,034	780,408	6,500	103,000	62	62	154,836	1,859,530	142,000	1,704,000	26,494	317,928	0	0
63	TOTAL EXPENSES (LINES 9, 21, 49 & 62)	1,380,044	13,967,778	313,701	3,066,074	21,599	351,717	63	63	363,157	3,946,084	369,515	3,787,003	60,605	647,164	169,583	2,087,851
64	OPERATING PROFIT (LINES 2 less 63)	(78,516)	990,843	86,724	1,288,876	(23,268)	(156,259)	64	64	(8,421)	(83,218)	(80,266)	(293,081)	(10,907)	(144,205)	39,508	460,615
65	NET ADDS & DEDUCTS (LINE 74 +/- 78)	(88,897)	(1,108,726)					65	65								
66	NET BEFORE BONUS & TAX (LNS 64 & 65)	(167,413)	(117,883)					66	66								
67	BONUSES - OWNERS							67	67								
68	BONUSES - EMPLOYEES							68	68								
69	NET BEFORE TAX (LINE 66 LESS 67 & 68)	(167,413)	(117,883)					69	69								
70	INCOME TAXES							70	70								
71	NET AFTER TAX (LINE 69 less 70)	(167,413)	(117,883)					71	71								
72								72	72								
73								73	73								
74								74	74								
75								75	75								
76								76	76								
77								77	77								
78								78	78								
79								79	79								

ADDITIONS TO INCOME

ACCOUNT	MONTH	YEAR TO DATE
CASH DISC. EARN.		
OTHER INCOME		
TOTAL	0	0

DEDUCTIONS FROM INCOME

CASH DISC. ALLOW.		
OTHER DEDUCT.		
TOTAL	0	0

INDIRECT EXPENSE

MONTH	YTD
81,885	81,885

	TRACTOR	STRAIGHT TRUCKS	TRAILERS	OTHER	TOTAL
NUMBER OF UNITS IN SERVICE	6	90	5		101

DEPARTMENTAL INCOME STATEMENT

LINE NO	ACCOUNT	UNITS SOLD	CURRENT		UNITS SOLD	YEAR TO DATE						
			SALES	GROSS		SALES	GROSS					
1	SCHOOL BUS	45	5,068,792	147,956	382	41,033,450	2,589,731					
2	COMMERCIAL	32	2,601,907	209,176	311	25,144,351	1,379,604					
3	OTHER CLASS 6, 7 & 8											
4	TOT RETAIL BUSES & TRKS (LNS 1 THRU 3)	77	7,670,699	357,132	693	66,177,801	3,969,335					
5	TRAILERS AND OTHER EQUIP.											
6	FINANCE INCOME			43,293			385,615					
7	TOTAL INSURANCE											
8	SERVICE CONTRACTS											
9	CHARGEBACKS											
10	REPOSSESSION LOSSES											
11	TOTAL NEW (LINES 4 THRU 10)	77	7,670,699	400,425	693	66,177,801	4,354,950					
12												
13	USED BUS, TRK, EQUIP-RET & WHSL	0	0	(1,669)	61	2,225,980	195,458					
14	REPOSSESSIONS SOLD											
15	OTHER											
16	INVENTORY ADJUSTMENT											
17	TOT USED TRKS (LNS 13 THRU 16)	0	0	(1,669)	61	2,225,980	195,458					
18	FINANCE INCOME											
19	TOTAL INSURANCE											
20	SERVICE CONTRACTS											
21	CHARGEBACKS											
22	REPOSSESSION LOSSES											
23	TOT USED TRKS (LINES 17-22)	0	0	(1,669)	61	2,225,980	195,458					
24												
25	TOTAL LEASING INCOME		208,868	209,091		2,546,418	2,548,467					
26												
27	RETAIL-COUNTER		860,179	218,390		10,157,975	2,591,154					
28	RETAIL -TRUCK RO GENERAL		303,497	98,133		2,966,396	846,471					
29	RETAIL -TRUCK RO BODY SHOP											
30	WARRANTY		144,237	35,525		1,780,884	397,029					
31	INTERNAL		18,321	2,688		199,347	28,211					
32	MISC. MERCHANDISE											
33	FUEL, OIL & GREASE											
34	SLS TO ASSOC DLRS											
35	GLIDER KITS											
36	INVENTORY ADJUSTMENT		0	0								
37												
38	TOTAL PARTS & ACC (LINES 27 TO 37)		1,326,234	354,736		15,104,602	3,862,865					
39		ROS	SALES	GROSS	ROS	SALES	GROSS					
40	RETAIL LABOR RO'S	435	325,215	212,185	5221	3,571,683	2,447,710					
41	WARRANTY LABOR RO'S	286	90,635	55,659	4027	1,228,552	855,594					
42	INTERNAL LABOR RO'S	70	20,958	14,532	861	206,956	140,187					
43	SUBLET REPAIRS											
44	MACHINE EARNINGS		6,634	6,633		32,108	32,105					
45	FUEL, OIL & GREASE		0	0		83	48					
46	OTHER		9,282	239		161,024	18,280					
47												
48	TOTAL (LINES 40 TO 47)	791	452,724	289,248	10109	5,200,406	3,493,922					
49	RETAIL LABOR RO'S	23	55,034	31,093	226	485,901	222,784					
50	WARRANTY LABOR RO'S											
51	INTERNAL LABOR RO'S	4	3,828	2,906	153	99,348	68,478					
52	SUBLET REPAIRS											
53	PAINT & MATERIALS		16,310	15,698		220,370	211,698					
54	OTHER											
55												
56	TOTAL (LINES 49 TO 55)	27	75,172	49,698	379	805,619	502,959					
57	TOTAL SEVICE AND BODY	818	527,895	338,946	10,488	6,006,024	3,996,882					
58	TOTAL SERV & PTS (LINES 38 & 57)		1,854,129	693,682		21,110,626	7,859,747					
59												
60	TOT ALL DEPTS (LNS 11, 23, 25, & 58)		9,733,696	1,301,528		92,060,824	14,958,622					
61												
62												
63		TRUCK SERVICE OTHER							LABOR RATES			
64		NV	UV	P&A	SVC	B.S.	ADM	LSE	TOTAL	GEN. SERVICE	BODY	
65	OWNER/OFFICERS	1	0	0	0	0	3	0	4	RETAIL	\$153.00	\$125.00
66	DEPT. MGRS	2	0	3	4	1	3	1	14	WARRANTY	\$153.00	\$125.00
67	SALESMEN / SVC ADVISOR	7	2	6	7	1	0	0	23	INTERNAL	\$125.00	\$100.00
68	CLERICAL	1		1	2	0	11	0	15			
69	TECHNICIANS / PTS CTR			0	29	2		2	33	# PRODUCTIVE		
70	OTHER	0	0	6	0	0	5		11	STALLS		
71	TOTAL	11	2	16	42	4	22	3	100		32	
72												
73												
74		NUMBER OF HOURS A TECH. WAS AVAILABLE FOR WORK THIS MONTH										
75		(Hours per day times number of working days in month)										
76		GEN. SVC.					BODY SHOP					
77		168					168					

