ATD TRUCK COMPOSITE REPORTING FORM

Mandatory accounts in BLUE

All other accounts - please complete to have more details on composite

Note - Totals and Sub-totals will calculate down, but you are able to type over them

Do NOT add or delete any columns or rows

Dealer Name	K. Neal International Trucks	Code	
Address			
City	Hyattsville	State MD	Zip 20781

This statement covers a _Mar_31_ month period

from: 1-Jan-22

to: 31-Mar-22

BALANCE SHEET

	ASSETS		AMOUNTS		LIABILITIES	AMOUNTS
	CASH AND EQUIVALENT:			1	ACCOUNTS PAYABLE:	
	CASH		2,178,118	2	ACCOUNTS PAYABLE - TRADE	2,032,199
	CONTRACTS IN TRANSIT		0	3	OTHER	
	SECURITIES (AT COST) & OTHER		0	4		
	TOTAL CASH & EQUIVALENT (LINES 2 THRU 4)		2,178,118	5	NOTES PAYABLE:	
	RECEIVABLES:			6	FLOOR PLAN - NEW PRIMARY - MD & HD	12,325,462
	SERVICE AND PARTS		960,015	7	FLOOR PLAN - NEW - OTHER	
	VEHICLE		299,557	8	FLOOR PLAN - USED	0
	LEASE & RENTAL		52,976	9	SHORT TERM	
	NOTES RECEIVABLE			10	CUSTOMER DEPOSITS	852,845
	FACTORY RECEIVABLES		204,432	11	OTHER	396,605
	DEFERRED CREDIT (HOLDBACK)			12	SUB TOTAL - NOTES PAY. (LINES 6 TO 11)	13,574,912
	WARRANTY & POLICY		138,449	13	ACCRUED TAXES & FET	151,606
	OTHER		6,639,738	14	OTHER ACCRUED LIABILITIES	3,384,411
	TOTAL RECEIVABLES (LINES 7 THRU 14)		8,295,167	15	TOTAL ACCRUED LIABILITIES (LINES 13 & 14)	3,536,017
	LESS ALLOWANCE FOR DOUBTFUL ACCOUNTS		50,974	16	TOT CURRENT LIAB (LINES 2 THRU 4, 12 & 15)	19,143,129
	TOTAL NET RECEIVABLES (LINES 15 LESS 16)		8,244,193	17	LONG TERM LIABILITIES:	
	INVENTORIES:			18	NOTES PAYABLE - LEASE & RENTAL VEH.	5,297,289
	TYPE A	UNITS: 72	4,779,350	19	OTHER LONG TERM LIABILITIES	3,043,935
N	TYPE C	UNITS:		20	LESS CURRENT PORTION LONG TERM DEBT	1,306,153
E	TYPE D	UNITS:		21	TOTAL LONG TERM DEBT (LINES 18 THRU 20)	7,035,071
W	OTHER NEW	UNITS: 25	2,549,186	22	TOTAL LIABILITIES (LINE 16 & 21)	26,178,200
	Commercial			23	NET WORTH:	
	TOTAL NEW EQUIPMENT (LINES 19 THRU 23)		7,328,535	24	CAPITAL STOCK	1,610,707
U	USED BUSES	TOTAL UNITS: 97		25	RETAINED EARNINGS - CORP ONLY	6,209,136
S	REPOSSESIONS			26	DIVIDENDS	
E	USED TRAILERS, EQUIPMENT & OTHER		1,163,971	27	OTHER NET INVESTMENTS	
D	TOTAL USED EQUIPMENT (LINES 25 THRU 27)		1,163,971	28	NET INVESTMENT (LINES 24 TO 27)	7,819,843
	PARTS AND ACCESSORIES		2,098,008	29		
	FUEL, OIL & GREASE		6,906	30	MO	
	GLIDER KITS			31	JAN	
	PAINT & BODY SHOP MATERIALS			32	FEB	
	WORK IN PROCESS		76,660	33	MAR	
	SUBLET REPAIRS		(1,676)	34	APR	
	CORES		361,949	35	MAY	
	OTHER		356,344	36	JUN	
	ALLOWANCE FOR PARTS INVENTORY ADJUSTMENT		(21,488)	37	JUL	
	LIFO RESERVE - PARTS			38	Sep	
	TOTAL P&A + OTHER INVENTORY (LINES 29 THRU 38)		2,876,703	39	SEP	
	TOTAL INVENTORIES (LINES 24, 28 & 39)		11,369,210	40	OCT	
	TOTAL PREPAID EXPENSES		198,638	41	NOV	
	TOTAL CURRENT ASSETS (LINES 5, 17, 40 & 41)		21,990,158	42	DEC	
	TOTAL FIXED ASSETS		539,487	43	TOTAL	
	TOTAL LEASE & RENTAL VEHICLES		5,401,937	44	TOTAL NET WORTH (LINES 28 & 43)	7,727,623
	OTHER ASSETS:			45	TOTAL NET WORTH & LIAB. (LINES 22 & 44)	33,905,824
	FINANCE COMPANY RESERVE			46		
	RECEIVABLES-OFFICERS & EMPLOYEES			47		
	LIFE INSURANCE-CASH VALUE			48		
	DEPOSITS ON CONTRACTS		64,603	49		
	OTHER NON-FRANCHISE ASSETS			50		
	OTHER		5,909,638	51		
	TOTAL OTHER ASSETS (LINES 46 TO 51)		5,974,241	52		
	TOTAL ASSETS (LINES 42 THRU 44, & 52)		33,905,823	53		

PROFIT / LOSS SUMMARY		
MO	UNITS	PROFIT/LOSS
JAN	Jan	(31,951)
FEB	Feb	(121,104)
MAR	March	60,835
APR	April	
MAY	May	
JUN	June	
JUL	July	
Sep	Aug	
SEP	sept	
OCT	Oct	
NOV	Nov	
DEC	Dec	
TOTAL		(92,220)

EQUIPMENT INVENTORY	# DAYS IN INVENTORY 1-90 DAYS		OVER 90 DAYS	
NEW - HD		74		23
OTHER				
TOTAL NEW UNITS		74		23
USED		13		10
USED OTHER				
TOTAL USED UNITS		13		10

ACCOUNTS RECEIVABLE AGING ANALYSIS

	L&R	SVC/PTS	WARRANTY
CURRENT: 1-30 DAYS	39,988	775,162	94,453
PAST DUE: 31 TO 60 DAYS	8,856	78,527	20,604
61 TO 90 DAYS	2,680	57,981	8,813
OVER 90 DAYS	1,451	48,343	14,579
TOTAL	52,975	960,013	138,449

PAGE 2 **Mandarory accounts in BLUE**

fill in other accounts if possible

DEPARTMENTAL INCOME AND EXPENSE

LINE NO		ACCOUNT NAME	TOTAL INCOME AND EXPENSE MONTH	TOTAL INCOME AND EXPENSE YTD	A - NEW TRUCKS MONTH	A - NEW TRUCKS YTD	B - USED TRUCKS MONTH	B - USED TRUCKS YTD	LINE NO
1		**NET SALES:**	8,225,024	19,982,433	5,609,758	12,969,534	295,200	687,666	1
2		**GROSS PROFIT:**	1,481,926	3,810,019	468,098	1,034,362	60,464	124,702	2
3	V	COMPENSATION/COMMISSIONS	329,699	898,615	80,270	229,307	11,406	24,100	3
4	A	COMPENSATION - F&I	0	0					4
5	R	DELIVERY EXPENSE	0	0					5
6		POLICY & WARRANTY (NEW & USED)	0	0					6
7	S	INTEREST - FLOOR PLAN	22,456	64,597	21,645	63,586	811	1,011	7
8	E	OTHER	33,980	77,333	3,660	5,980	(262)	(655)	8
9	L	**TOTAL VAR EXP (LINES 3 THRU 8)**	386,134	1,040,545	105,574	298,873	11,955	24,456	9
10		SALARIES - OWNERS	0	0					10
11	P	SALARIES - SUPERVISION	127,917	335,769	122,594	320,766	5,323	15,003	11
12	E	SALARIES - CLERICAL	0	0					12
13	R	OTHER SALARIES & WAGES	0	0					13
14	S	ACCRUED BONUSES	0	0					14
15	O	ABSENTEE COMPENSATION	0	0					15
16	N	TAXES - PAYROLL	0	0					16
17	N	EMPLOYEE BENEFITS	89,826	292,943	4,327	27,104	1,683	4,582	17
18	E	PENSION FUND	0	0					18
19	L	WORKMAN'S COMPENSATION	0	0					19
20		OTHER	0	0	0	0			20
21		**TOT PERSONNEL EXP (LINES 10 TO 20)**	217,743	628,712	126,921	347,870	7,006	19,585	21
22		ADVERTISING AND PROMOTION	899	17,291	(1,404)	8,516	0	459	22
23		TRAINING	9,557	28,849	82	4,273	0	0	23
24		FREIGHT	(3,990)	(15,835)					24
25	S	COMPANY VEHICLES	12,337	35,258					25
26	E	DEMONSTRATION EXPENSE	0	0					26
27	M	OFFICE SUPPLIES	2,445	6,178	128	1,127	672	1,925	27
28	I	OTHER SUPPLIES AND TOOLS	7,938	12,886					28
29	-	DATA PROCESSING	171	516	0	4			29
30	F	REPAIRS & MAINT. - EQUIP.	0	0					30
31	I	TAXES-STATE & LOCAL-OTHER	5,431	12,738	540	2,070			31
32	X	INTEREST EXPENSE - OTHER	0	0					32
33	E	LEASE RUNNING COSTS	47,185	105,573					33
34	D	LEASE DEPRECIATION	95,563	188,217					34
35		LEASE - TIRES & EQUIPMENT	0	0					35
36	E	LEASE - TAXES & LICENSES	0	0					36
37	X	LEASE - REPAIRS	0	0					37
38	P	INTEREST EXPENSE - L&R	20,818	43,575					38
39	E	TRAVEL & ENTERTAINMENT	11,351	30,020	7,391	19,869	0	0	39
40	N	TELEPHONE & EQUIPMENT	1,119	4,181	189	678			40
41	S	LEGAL AND AUDIT	0	0					41
42	E	DUES AND SUBSCRIPTIONS	4,550	8,178	4,550	8,178	0	0	42
43		CONTRIBUTIONS	0	0	0	0			43
44		UNIFORMS AND LAUNDRY	3,071	11,997					44
45		POLICY ADJUSTMENTS (P,S & B)	2,173	3,191					45
46		MISCELLANEOUS	70,493	174,460	4,563	12,038	3,070	7,983	46
47		UNAPPLIED TIME	795	4,850					47
48		BAD DEBT EXPENSE	0	0					48
49		**TOT SEMI-FIXED EXP (LINES 22 TO 48)**	291,904	672,124	16,039	56,751	3,743	10,368	49
50		RENT/LEASE - FACILITIES	5,000	11,500			5,000	11,500	50
51		DEPR. - BLDGS & IMPROV.	0	0					51
52		DEPR. - EQUIP. & FIXTURES	0	0					52
53	F	AMORTIZATION - LEASEHOLDS	0	0					53
54	I	REPAIRS & MAINTENANCE	2,836	8,507					54
55	X	INSURANCE - BLDGS & IMPROV.	0	0					55
56	E	INSURANCE - OTHER	0	0					56
57	D	TAXES - REAL ESTATE	0	0					57
58		INTEREST MORTGAGES	0	0					58
59		UTILITIES	0	0					59
60		EQUIPMENT RENTED & LEASED	0	0					60
61		OTHER	422,148	1,264,579	86,649	258,082	5,500	16,500	61
62		**TOT FIXED EXP (LINES 50 TO 61)**	429,984	1,284,585	86,649	258,082	10,500	28,000	62
63		**TOTAL EXPENSES (LINES 9, 21, 49 & 62)**	1,407,650	3,707,852	335,183	961,576	33,203	82,409	63
64		**OPERATING PROFIT (LINES 2 less 63)**	74,276	102,167	132,915	72,787	27,261	42,293	64
65		**NET ADDS & DEDUCTS (LINE 74 +/- 78)**	(13,440)	(194,386)					65
66		**NET BEFORE BONUS & TAX (LNS 64 & 65)**	60,836	(92,219)					66
67		BONUSES - OWNERS							67
68		BONUSES - EMPLOYEES							68
69		**NET BEFORE TAX (LINE 66 LESS 67 & 68)**	60,836	(92,219)					69
70		INCOME TAXES							70
71		**NET AFTER TAX (LINE 69 less 70)**	60,836	(92,219)					71
72									72
73									73
74									74
75									75
76									76
77									77
78									78
79									79

ADDITIONS TO INCOME			
ACCOUNT	MONTH	YEAR TO DATE	71
CASH DISC. EARN.			72
OTHER INCOME			73
TOTAL	0	0	74
DEDUCTIONS FROM INCOME			75
CASH DISC. ALLOW.			76
OTHER DEDUCT.			77
TOTAL	0	0	78

LINE NO	C - PARTS DEPARTMENT MONTH	C - PARTS DEPARTMENT YTD	D - GENERAL SERVICE MONTH	D - GENERAL SERVICE YTD	E - BODY SHOP MONTH	E - BODY SHOP YTD	F - LEASE MONTH	F - LEASE YTD	LINE NO
1	1,647,552	4,364,505	429,194	1,180,586	46,573	176,055	196,748	604,086	1
2	441,496	1,164,599	280,363	752,735	34,757	129,534	196,748	604,086	2
3	144,568	391,485	92,919	231,422	537	22,300			3
4									4
5									5
6									6
7									7
8	11,369	30,899	19,213	41,107	0	2			8
9	155,937	422,385	112,132	272,530	537	22,302	0	0	9
10									10
11									11
12									12
13									13
14	0	0			0	0			14
15									15
16									16
17	25,225	79,824	53,965	167,115	4,627	14,318			17
18									18
19									19
20									20
21	25,225	79,824	53,965	167,115	4,627	14,318	0	0	21
22	2,053	7,114	250	1,202	0	0			22
23	0	3,000	9,475	21,576					23
24	(3,990)	(15,835)							24
25	12,337	35,258							25
26									26
27	867	979	778	2,083	0	64			27
28	6,282	6,638	(12,814)	(13,570)	14,470	19,819			28
29					171	512			29
30									30
31							4,891	10,668	31
32									32
33							47,185	105,573	33
34							95,563	188,217	34
35									35
36									36
37									37
38							20,818	43,575	38
39	814	4,320	2,569	5,256	576	576			39
40	700	2,349	200	1,095	30	61			40
41									41
42									42
43									43
44			3,071	11,997					44
45	2,941	3,056	(768)	135					45
46	32,645	75,998	26,924	60,655	3,291	17,786	0	0	46
47			795	4,850					47
48									48
49	54,649	122,875	30,480	95,278	18,538	38,818	168,456	348,033	49
50									50
51									51
52									52
53									53
54	2,836	8,507							54
55									55
56							0	0	56
57									57
58									58
59									59
60									60
61	161,333	483,999	150,333	450,999	18,333	54,999			61
62	164,169	492,506	150,333	450,999	18,333	54,999	0	0	62
63	399,979	1,117,590	346,909	985,922	42,034	130,437	168,456	348,033	63
64	41,517	47,009	(66,546)	(233,187)	(7,277)	(902)	28,291	256,053	64
65									65
66									66
67									67
68									68
69									69
70							INDIRECT EXPENSE		70
71							MONTH	YTD	71
72							81,885	81,885	72
73									73
74				STRAIGHT					74
75			TRACTOR	TRUCKS	TRAILERS	OTHER	TOTAL		75
76	NUMBER OF	LEASE	6	90	5		101		76
77	UNITS	RENTAL	4	12			16		77
78	IN SERVICE	TOTAL	10	102	5	0	117	117	78
79									79

DEPARTMENTAL INCOME STATEMENT

LINE NO		ACCOUNT	UNITS SOLD	CURRENT SALES	CURRENT GROSS	UNITS SOLD	YEAR TO DATE SALES	YEAR TO DATE GROSS
1		SCHOOL BUS	20	2,258,854	149,446	52	5,727,334	255,223
2	N	COMMERCIAL	41	3,350,904	260,035	91	7,242,200	659,595
3	E	OTHER CLASS 6, 7 & 8						
4	W	TOT RETAIL BUSES & TRKS (LNS 1 THRU 3)	61	5,609,758	409,480	143	12,969,534	914,818
5		TRAILERS AND OTHER EQUIP.						
6	T	FINANCE INCOME			58,618			119,544
7	R	TOTAL INSURANCE						
8	U	SERVICE CONTRACTS						
9	C	CHARGEBACKS						
10	K	REPOSSESSION LOSSES						
11		TOTAL NEW (LINES 4 THRU 10)	61	5,609,758	468,098	143	12,969,534	1,034,362
12								
13	U	USED BUS, TRK, EQUIP-RET & WHSL	4	295,200	60,464	10	687,666	124,702
14	S	REPOSSESSIONS SOLD						
15	E	OTHER						
16	D	INVENTORY ADJUSTMENT						
17		TOT USED TRKS (LNS 13 THRU 16)	4	295,200	60,464	10	687,666	124,702
18	T	FINANCE INCOME						
19	R	TOTAL INSURANCE						
20	U	SERVICE CONTRACTS						
21	C	CHARGEBACKS						
22	K	REPOSSESSION LOSSES						
23	S	TOT USED TRKS (LINES 17-22)	4	295,200	60,464	10	687,666	124,702
24								
25		TOTAL LEASING INCOME		196,748	196,748		604,086	604,086
26								
27	P	RETAIL-COUNTER		1,254,528	345,450		3,110,430	839,319
28	A	RETAIL -TRUCK RO GENERAL		250,118	80,599		670,172	215,789
29	R	RETAIL -TRUCK RO BODY SHOP						
30	T	WARRANTY		66,631	12,904		472,528	99,426
31	S	INTERNAL		76,275	2,544		111,375	10,065
32		MISC. MERCHANDISE						
33	&	FUEL, OIL & GREASE						
34		SLS TO ASSOC DLRS						
35	A	GLIDER KITS						
36	C	INVENTORY ADJUSTMENT		0	0			
37	C							
38		TOTAL PARTS & ACC (LINES 27 TO 37)		1,647,552	441,496		4,364,505	1,164,599
39			ROS	SALES	GROSS	ROS	SALES	GROSS
40		RETAIL LABOR RO'S	459	311,437	205,655	1293	849,260	559,817
41	G	WARRANTY LABOR RO'S	294	86,153	59,928	755	238,040	152,080
42	E	INTERNAL LABOR RO'S	63	20,138	13,702	143	40,749	26,906
43	N	SUBLET REPAIRS						
44	E	MACHINE EARNINGS		762	762		10,574	10,574
45	R	FUEL, OIL & GREASE		0	0		0	0
46	A	OTHER		10,703	316		41,963	3,358
47	L							
48		TOTAL (LINES 40 TO 47)	816	429,194	280,363	2191	1,180,586	752,735
49		RETAIL LABOR RO'S	15	31,884	23,267	78	108,642	80,996
50		WARRANTY LABOR RO'S						
51	B	INTERNAL LABOR RO'S	1	1,000	692	6	13,800	9,534
52	O	SUBLET REPAIRS						
53	D	PAINT & MATERIALS		13,689	10,797		53,614	39,004
54	Y	OTHER						
55								
56		TOTAL (LINES 49 TO 55)	16	46,573	34,757	84	176,055	129,534
57		TOTAL SEVICE AND BODY	832	475,767	315,120	2,275	1,356,641	882,269
58		TOTAL SERV & PTS (LINES 38 & 57)		2,123,318	756,616		5,721,147	2,046,868
59								
60		TOT ALL DEPTS (LNS 11, 23, 25, & 58)		8,225,024	1,481,926		19,982,433	3,810,019
61								
62								

63		TRUCK		SERVICE			OTHER		
64		NV	UV	P&A	SVC	B.S.	ADM	LSE	TOTAL
65	OWNER/OFFICERS	1	0	0	0	0	3	0	4
66	DEPT. MGRS	2	0	3	4	1	3	1	14
67	SALESMEN / SVC ADVISOR	7	2	6	7	1	0	0	23
68	CLERICAL	1		1	2	0	11	0	15
69	TECHNICIANS / PTS CTR			0	29	2		2	33
70	OTHER	0	0	5	0	0	5		10
71	TOTAL	11	2	15	42	4	22	3	99

99

LABOR RATES	GEN. SERVICE	BODY
RETAIL	$171.00	$125.00
WARRANTY	$171.00	$125.00
INTERNAL	$146.00	$100.00

PRODUCTIVE STALLS
32

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