

FOREVER CHOICES

DATE: 6/19/03 TIME 10:20AM

COMBINED BALANCE SHEET-COMPANY NUMBER(S) 01

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DIVISION NUMBERS 01

PERIOD ENDING 06/19/03

| <u>DIV #</u> | <u>G/L #</u> | <u>DESCRIPTION</u> | <u>DETAIL</u> | <u>TOTAL</u> |
|---------------------------------|--------------|---------------------------|---------------|--------------|
| * * * * * A S S E T S * * * * * | | | | |
| ** CASH & SECURITIES ** | | | | |
| 01 | 10100 | CLEARING ACCOUNT | 6,368.99 | |
| 01 | 10200 | CASH IN BANK | 75,580.60 | |
| 01 | 10400 | PETTY CASH & CHANGE FUND | 358.12 | |
| 01 | 10900 | SAVINGS-MONEY MKT. | 581,366.76 | |
| -- TOTAL CASH & SECURITIES -- | | | | 663,674.47 |
| ** RECEIVABLES ** | | | | |
| 01 | 11000 | NOTES RECEIVABLE | 71,121.52 | |
| 01 | 11100 | ACCTS. REC.-PARTS & SERV. | 51,510.19 | |
| 01 | 11200 | ACCTS. REC.-WHOLEGOODS | 110,004.29CR | |
| 01 | 11300 | ACCT'S RECEIVABLE-RENTAL | 0.34 | |
| 01 | 11400 | ACCT. REC. SHAREHOLDERS | 89,421.97 | |
| 01 | 11600 | WARRANTY & SUPPLIER REC. | 1,717.10 | |
| -- TOTAL RECEIVABLES -- | | | | 103,766.83 |
| ** INVENTORIES ** | | | | |
| 01 | 12000 | NEW NH TRACTORS & EQUIP | 738,723.47 | |
| 01 | 12100 | NEW HOLLAND EQUIPMENT | 410,317.82 | |
| 01 | 12200 | CASE IH NEW EQUIPMENT | 256,241.32 | |
| 01 | 12300 | NEW NON-FORD EQUIPMENT | 309,283.72 | |
| 01 | 12500 | USED TRACTORS & EQUIPMENT | 697,993.69 | |
| 01 | 12900 | RENTAL EQUIPMENT | 67,269.03 | |
| 01 | 13200 | PARTS & ACCESSORIES | 70,662.42 | |
| 01 | 13400 | TIRES & TUBES | 6,718.35 | |
| 01 | 13500 | TWINE & WIRE | 60,368.14 | |
| 01 | 13700 | LABOR IN PROCESS | 9,049.04 | |
| 01 | 13900 | SUBLET REPAIRS | 82.30 | |
| -- TOTAL INVENTORIES -- | | | | 2,626,709.30 |
| ** PREPAID EXPENSES ** | | | | |
| -- TOTAL PREPAID EXPENSES -- | | | | 0.00 |
| ** FIXED ASSETS ** | | | | |
| 01 | 15000 | LAND | 69,029.16 | |
| 01 | 15200 | BUILDINGS | 234,118.98 | |
| 01 | 15300 | ACCUM DEPR-BUILDINGS | 146,393.03CR | |
| 01 | 15400 | SHOP TOOLS & EQUIPMENT | 35,153.25 | |
| 01 | 15600 | FURNITURE & FIXTURES | 115,602.05 | |
| 01 | 15700 | ACCUM DEPR-FURN. & FIXT. | 127,455.00CR | |
| 01 | 15800 | VEHICLES | 210,816.90 | |
| 01 | 15900 | ACCUM DEPR-VEHICLES | 127,245.46CR | |
| 01 | 16200 | COMPUTER SOFTWARE | 5,087.00 | |
| 01 | 16300 | ACCUM. AMORT-COMPUTER SOF | 3,802.00CR | |
| -- TOTAL FIXED ASSETS -- | | | | 264,911.85 |

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| <u>DIV #</u> | <u>G/L #</u> | <u>DESCRIPTION</u> | <u>DETAIL</u> | <u>TOTAL</u> |
|---------------------------------|--------------|--------------------|---------------|--------------|
| * * * * * A S S E T S * * * * * | | | | |
| ** OTHER ASSETS ** | | | | |
| 01 | 17500 | OTHER | 33,705.21 | |
| -- TOTAL OTHER ASSETS -- | | | | 33,705.21 |
| **** TOTAL ASSETS **** | | | | 3,692,767.66 |

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| * * * * * L I A B I L I T I E S & S T O C K H O L D E R ' S E Q U I T Y * * * * * | | | | |
| ** NOTES PAYABLE ** | | | | |
| 01 | 22000 | NEW NH TRACTORS & EQUIP | 655,568.00CR | |
| 01 | 22100 | NEW HOLLAND EQUIPMENT | 392,711.00CR | |
| 01 | 22200 | CASE IH NEW EQUIPMENT | 209,989.54CR | |
| 01 | 22300 | NEW NON-FORD EQUIPMENT | 13,518.39CR | |
| 01 | 22500 | USED TRACTORS & EQUIPMENT | 279,128.12CR | |
| -- TOTAL NOTES PAYABLE -- | | | | 1,550,915.05CR |
| ** SHORT TERM LIABILITIES ** | | | | |
| 01 | 23900 | OTHER SHORT TERM LOANS | 13,589.64CR | |
| -- TOTAL SHORT TERM LIABILITIES -- | | | | 13,589.64CR |
| ** ACCOUNTS PAYABLE ** | | | | |
| 01 | 24000 | VENDOR PAYABLES | 204,831.24CR | |
| 01 | 24100 | FORD NEW HOLLAND, INC. | 63,650.17CR | |
| 01 | 24200 | EXCHANGE | 3,544.46CR | |
| -- TOTAL ACCOUNTS PAYABLE -- | | | | 272,025.87CR |
| ** ACCRUED LIABILITIES ** | | | | |
| 01 | 26700 | UNEMPLOYMENT TAX-FEDERAL | 495.23 | |
| 01 | 26800 | UNEMPLOYMENT TAX-STATE | 116.35CR | |
| 01 | 26900 | EMPLOYEE DED. SIMPLE IRA | 4,348.65CR | |
| 01 | 27000 | SALES TAX PAYABLE | 9,739.12CR | |
| 01 | 27100 | FRANCHISE/EXCISE TAX | 1,398.18CR | |
| -- TOTAL ACCRUED LIABILITIES -- | | | | 15,107.07CR |
| ** LONG-TERM LIABILITIES ** | | | | |
| 01 | 28200 | DEFERRED SALES PLAN INCOM | 70,219.62CR | |
| -- TOTAL LONG-TERM LIABILITIES -- | | | | 70,219.62CR |
| ** NET WORTH ** | | | | |
| 01 | 29100 | CAPITAL STOCK-COMMON | 10,928.29CR | |
| 01 | 29200 | RETAINED EARNINGS | 1,650,130.20CR | |
| 01 | 29700 | PROFIT OR LOSS CURR. YEAR | 109,851.92CR | |
| -- TOTAL NET WORTH -- | | | | 1,770,910.41CR |
| **** TOTAL LIABILITIES & NET WORTH **** | | | | 3,692,767.66CR |

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| DIV # | G/L # | DESCRIPTION | CURRENT MONTH | % SLS | SAME MO LAST YR | % SLS | YEAR TO DATE | % SLS | LAST YR TO DATE | % SLS |
|-------------------|-------|---------------------------|---------------|-------|-----------------|-------|----------------|-------|-----------------|-------|
| ** SALES ** | | | | | | | | | | |
| 32000 | | NEW NH TRACTORS & EQUIP | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 36,500.00CR | 0.9 |
| 32001 | | NEW NH - TENNESSEE | 0.00 | 0.0 | 23,885.00CR | 3.6 | 1,016.00CR | 0.0 | 39,885.00CR | 0.9 |
| 32002 | | NEW NH - GOV'T | 0.00 | 0.0 | 0.00 | 0.0 | 107,137.00CR | 3.6 | 58,800.00CR | 1.4 |
| 32003 | | NEW NH - RESALE | 0.00 | 0.0 | 476.93CR | 0.1 | 5.71CR | 0.0 | 476.93CR | 0.0 |
| 32004 | | NEW NH - FARM | 0.00 | 0.0 | 167,631.47CR | 25.0 | 808,094.86CR | 27.0 | 1,197,426.88CR | 28.5 |
| 32005 | | NEW NH - MFG. | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 31,230.00CR | 0.7 |
| 32006 | | NEW NH - OUT OF STATE | 0.00 | 0.0 | 21,900.00CR | 3.3 | 0.00 | 0.0 | 42,200.00CR | 1.0 |
| 32101 | | NEW HOLLAND - TENNESSEE | 0.00 | 0.0 | 27,860.00CR | 4.2 | 91,578.00CR | 3.1 | 134,250.00CR | 3.2 |
| 32103 | | NEW HOLLAND -RESALE | 0.00 | 0.0 | 0.00 | 0.0 | 1,493.50CR | 0.0 | 0.00 | 0.0 |
| 32104 | | NEW HOLLAND - FARM | 0.00 | 0.0 | 121,848.52CR | 18.2 | 307,027.00CR | 10.3 | 515,003.20CR | 12.2 |
| 32106 | | NEW HOLLAND - OUT OF ST | 0.00 | 0.0 | 0.00 | 0.0 | 18,200.00CR | 0.6 | 350.00CR | 0.0 |
| 32200 | | CASE IH | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 22,024.00CR | 0.5 |
| 32201 | | CASE IH-TENNESSEE | 0.00 | 0.0 | 0.00 | 0.0 | 24,600.00CR | 0.8 | 0.00 | 0.0 |
| 32204 | | CASE IH-FARM | 0.00 | 0.0 | 0.00 | 0.0 | 67,400.00CR | 2.3 | 192,148.13CR | 4.6 |
| 32300 | | NEW NON-FORD EQUIPMENT | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 59,111.72CR | 1.4 |
| 32301 | | NEW NONFORD - TENN | 0.00 | 0.0 | 6,000.00CR | 0.9 | 43,952.05CR | 1.5 | 49,419.00CR | 1.2 |
| 32302 | | NEW NONFORD - GOV'T | 0.00 | 0.0 | 80.00 | 0.0 | 61,195.00CR | 2.0 | 27,663.00CR | 0.7 |
| 32303 | | NEW NONFORD - RESALE | 0.00 | 0.0 | 12.50CR | 0.0 | 0.00 | 0.0 | 12,746.50CR | 0.3 |
| 32304 | | NEW NONFORD - FARM | 0.00 | 0.0 | 25,700.00CR | 3.8 | 306,488.25CR | 10.2 | 275,116.97CR | 6.5 |
| 32305 | | NEW NONFORD - MFG. | 0.00 | 0.0 | 0.00 | 0.0 | 3,250.00CR | 0.1 | 0.00 | 0.0 |
| 32306 | | NEW NONFORD - OUT OF STAT | 0.00 | 0.0 | 450.00CR | 0.1 | 16,725.00CR | 0.6 | 6,266.00CR | 0.1 |
| 32500 | | USED TRACTORS & EQUIPMENT | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 25,897.77CR | 0.6 |
| 32501 | | USED - TENNESSEE | 0.00 | 0.0 | 368.66CR | 0.1 | 12,500.00CR | 0.4 | 368.66CR | 0.0 |
| 32502 | | USED - GOV'T | 0.00 | 0.0 | 0.00 | 0.0 | 250.00CR | 0.0 | 0.00 | 0.0 |
| 32503 | | USED - RESALE | 0.00 | 0.0 | 0.00 | 0.0 | 15,200.00CR | 0.5 | 7,500.00CR | 0.2 |
| 32504 | | USED - FARM | 0.00 | 0.0 | 120,250.00CR | 17.9 | 524,000.00CR | 17.5 | 714,456.69CR | 17.0 |
| 32506 | | USED - OUT OF STATE | 0.00 | 0.0 | 0.00 | 0.0 | 51,125.85CR | 1.7 | 24,300.00CR | 0.6 |
| 32801 | | RENT REV - TENNESSEE | 0.00 | 0.0 | 742.85CR | 0.1 | 4,932.65CR | 0.2 | 9,828.93CR | 0.2 |
| 32900 | | RENTAL EQUIP SALES | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 99.59CR | 0.0 |
| 32904 | | RENTAL EQUIP - FARM | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 100.00CR | 0.0 |
| 33000 | | PARTS - WHOLESALE | 85.58CR | 0.8 | 9,615.79CR | 1.4 | 22,380.13CR | 0.7 | 32,191.60CR | 0.8 |
| 33100 | | PARTS - INTERNAL | 0.00 | 0.0 | 9,799.99CR | 1.5 | 58,205.80CR | 1.9 | 63,647.65CR | 1.5 |
| 33200 | | PARTS - COUNTER RETAIL | 9,674.39CR | 94.6 | 80,862.39CR | 12.0 | 275,002.12CR | 9.2 | 401,455.62CR | 9.5 |
| 33300 | | PARTS - SHOP RETAIL | 174.87CR | 1.7 | 26,173.52CR | 3.9 | 61,758.24CR | 2.1 | 71,927.62CR | 1.7 |
| 33400 | | TIRES & TUBES | 0.00 | 0.0 | 0.00 | 0.0 | 663.66CR | 0.0 | 56.02CR | 0.0 |
| 33700 | | SERVICE LABOR - CUSTOMER | 255.15CR | 2.5 | 15,013.95CR | 2.2 | 47,911.40CR | 1.6 | 73,358.20CR | 1.7 |
| 33800 | | SERVICE LABOR - INTERNAL | 0.00 | 0.0 | 12,270.99CR | 1.8 | 53,356.55CR | 1.8 | 75,998.93CR | 1.8 |
| 33900 | | SUBLET REPAIRS | 40.00CR | 0.4 | 425.93CR | 0.1 | 5,101.34CR | 0.2 | 5,963.61CR | 0.1 |
| -- TOTAL SALES -- | | | 10,229.99CR | 100.0 | 671,208.49CR | 100.0 | 2,990,550.11CR | 100.0 | 4,207,768.22CR | 100.0 |

** COST OF SALES **

| | | | | | | | | | | |
|-------|--|-------------------------|------|-----|------------|------|------------|------|--------------|------|
| 42000 | | NEW NH TRACTORS & EQUIP | 0.00 | 0.0 | 195,684.24 | 29.2 | 863,916.10 | 28.9 | 1,311,841.58 | 31.2 |
| 42100 | | NEW HOLLAND | 0.00 | 0.0 | 137,972.23 | 20.6 | 398,905.89 | 13.3 | 598,896.11 | 14.2 |
| 42101 | | NH COST OF SALES-TN | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 1,380.00 | 0.0 |
| 42200 | | CASE IH | 0.00 | 0.0 | 359.12 | 0.1 | 72,859.80 | 2.4 | 197,844.03 | 4.7 |
| 42300 | | NEW NON-FORD EQUIPMENT | 0.00 | 0.0 | 24,540.45 | 3.7 | 385,652.52 | 12.9 | 421,397.97 | 10.0 |

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|-------|-------|---------------------------|---------------|-------|-----------------|-------|--------------|-------|-----------------|-------|
| 42400 | | INVENTORY ADJUSTMENT-NEW | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 100.00CR | 0.0 |
| 42500 | | USED TRACTORS & EQUIPMENT | 0.00 | 0.0 | 111,704.42 | 16.6 | 533,531.57 | 17.8 | 706,293.43 | 16.8 |
| 42600 | | INVENTORY ADJUSTMENT-USED | 0.00 | 0.0 | 0.00 | 0.0 | 637.09CR | 0.0 | 0.00 | 0.0 |
| 42700 | | NH CONSTRUCTION | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 37.00 | 0.0 |
| 42800 | | RENTAL EQUIPMENT REVENUE | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 428.17 | 0.0 |
| 42801 | | RENTAL EQUIP REVENUE-TN | 0.00 | 0.0 | 520.00 | 0.1 | 6,366.00 | 0.2 | 7,708.24 | 0.2 |
| 42900 | | RENTAL EQUIP SALES | 0.00 | 0.0 | 4,880.97CR | 0.7 | 0.00 | 0.0 | 4,781.38CR | 0.1 |
| 43000 | | PARTS - WHOLESALE | 71.28 | 0.7 | 8,230.17 | 1.2 | 18,932.75 | 0.6 | 27,205.52 | 0.6 |
| 43100 | | PARTS - INTERNAL | 0.00 | 0.0 | 7,720.64 | 1.2 | 45,409.51 | 1.5 | 47,604.36 | 1.1 |
| 43200 | | PARTS - COUNTER RETAIL | 6,635.01 | 64.9 | 56,638.04 | 8.4 | 195,242.99 | 6.5 | 281,439.98 | 6.7 |
| 43300 | | PARTS - SHOP RETAIL | 129.10 | 1.3 | 18,372.64 | 2.7 | 43,830.32 | 1.5 | 48,842.87 | 1.2 |
| 43400 | | COST-TIRES & TUBES | 0.00 | 0.0 | 0.00 | 0.0 | 482.75 | 0.0 | 35.13 | 0.0 |
| 43600 | | INVENTORY ADJ.-PARTS | 0.00 | 0.0 | 0.00 | 0.0 | 489.54CR | 0.0 | 0.00 | 0.0 |
| 43700 | | SERVICE LABOR - CUSTOMER | 0.00 | 0.0 | 10,515.66 | 1.6 | 34,860.20 | 1.2 | 59,108.50 | 1.4 |
| 43800 | | SERVICE LABOR - INTERNAL | 0.00 | 0.0 | 9,389.06 | 1.4 | 39,921.85 | 1.3 | 61,846.02 | 1.5 |
| 43900 | | SUBLET REPAIRS | 0.00 | 0.0 | 417.96 | 0.1 | 3,730.95 | 0.1 | 4,404.34 | 0.1 |
| -- | | TOTAL COST OF SALES -- | 6,835.39 | 66.8 | 577,183.66 | 86.0 | 2,642,516.57 | 88.4 | 3,771,431.87 | 89.6 |
| **** | | GROSS PROFIT **** | 3,394.60CR | 33.2 | 94,024.83CR | 14.0 | 348,033.54CR | 11.6 | 436,336.35CR | 10.4 |
| ** | | EXPENSES ** | | | | | | | | |
| 64000 | | ADVERTISING | 0.00 | 0.0 | 227.97CR | 0.0 | 9,862.85 | 0.3 | 11,249.69 | 0.3 |
| 64100 | | SALES PROMOTION & DEMO | 0.00 | 0.0 | 160.00 | 0.0 | 1,244.17 | 0.0 | 890.60 | 0.0 |
| 64200 | | POLICY & WARRANTY - NEW | 0.00 | 0.0 | 1,715.05 | 0.3 | 6,184.14 | 0.2 | 8,385.96 | 0.2 |
| 64300 | | POLICY & WARRANTY - USED | 0.00 | 0.0 | 220.90 | 0.0 | 328.14 | 0.0 | 788.20 | 0.0 |
| 64400 | | SERVICE SHOP WARRANTY | 0.00 | 0.0 | 258.91 | 0.0 | 1,291.20 | 0.0 | 3,257.77 | 0.1 |
| 65000 | | COMPENSATION-SALESMEN | 0.00 | 0.0 | 14,442.92 | 2.2 | 55,765.37 | 1.9 | 77,416.26 | 1.8 |
| 65100 | | COMPENSATION-MANAGER/OWNR | 0.00 | 0.0 | 4,413.02 | 0.7 | 21,092.60 | 0.7 | 28,578.12 | 0.7 |
| 65200 | | COMPENSATION-OFFICE EMPL. | 0.00 | 0.0 | 4,430.58 | 0.7 | 19,245.51 | 0.6 | 26,463.86 | 0.6 |
| 65300 | | CO. SHARE-SIMPLE IRA | 0.00 | 0.0 | 1,482.48 | 0.2 | 9,265.37 | 0.3 | 13,356.56 | 0.3 |
| 65400 | | COMPENSATION-PARTSMEN | 0.00 | 0.0 | 8,568.55 | 1.3 | 51,344.76 | 1.7 | 49,683.42 | 1.2 |
| 65600 | | PAYROLL TAXES | 0.00 | 0.0 | 3,984.14 | 0.6 | 19,939.23 | 0.7 | 24,949.12 | 0.6 |
| 65700 | | EMPLOYEE BENEFITS-OTHER | 0.00 | 0.0 | 818.52 | 0.1 | 4,580.63 | 0.2 | 5,473.54 | 0.1 |
| 65800 | | FREIGHT | 34.50CR | 0.3 | 2,449.23 | 0.4 | 10,119.27 | 0.3 | 15,192.10 | 0.4 |
| 66000 | | TOOLS & SHOP SUPPLIES | 0.00 | 0.0 | 89.75 | 0.0 | 5,764.85 | 0.2 | 4,078.46 | 0.1 |
| 66600 | | BUSINESS INSURANCE EXPENS | 0.00 | 0.0 | 124.93 | 0.0 | 11,671.96 | 0.4 | 14,720.51 | 0.3 |
| 66700 | | REPAIR/MAINT.-REAL ESTATE | 0.00 | 0.0 | 746.84 | 0.1 | 7,098.67 | 0.2 | 10,172.15 | 0.2 |
| 66900 | | DEPRECIATION-REAL ESTATE | 0.00 | 0.0 | 575.00 | 0.1 | 1,378.00 | 0.0 | 3,450.00 | 0.1 |
| 67100 | | TELEPHONE & TELEGRAPH | 0.00 | 0.0 | 1,375.67 | 0.2 | 6,624.99 | 0.2 | 6,991.04 | 0.2 |
| 67200 | | UTILITIES | 0.00 | 0.0 | 592.77 | 0.1 | 4,072.70 | 0.1 | 4,791.57 | 0.1 |
| 67300 | | DEPRECIATION | 0.00 | 0.0 | 2,625.00 | 0.4 | 3,826.00 | 0.1 | 15,750.00 | 0.4 |
| 67400 | | REPAIR TO EQUIPMENT | 0.00 | 0.0 | 35.12 | 0.0 | 5,908.64 | 0.2 | 1,953.97 | 0.0 |
| 67500 | | VEHICLE EXPENSE | 0.00 | 0.0 | 1,289.26 | 0.2 | 8,497.94 | 0.3 | 8,904.86 | 0.2 |
| 67600 | | EMPLOYEE'S GROUP INSURANC | 0.00 | 0.0 | 4,018.89 | 0.6 | 20,698.58 | 0.7 | 26,280.82 | 0.6 |
| 67700 | | LIFE INSURANCE-OFFICERS | 0.00 | 0.0 | 17.10CR | 0.0 | 85.50CR | 0.0 | 119.70CR | 0.0 |
| 67800 | | VEHICLE EXPENSE-EMPLOYEES | 0.00 | 0.0 | 0.00 | 0.0 | 1,312.32 | 0.0 | 661.02 | 0.0 |
| 68000 | | INTEREST-FLOOR PLAN | 0.00 | 0.0 | 467.44CR | 0.1 | 1,887.02 | 0.1 | 361.30CR | 0.0 |

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|--------------------------------|-------|---------------------------|---------------|-------|-----------------|-------|--------------|-------|-----------------|-------|
| 68200 | | TRAINING | 0.00 | 0.0 | 0.00 | 0.0 | 2,314.42 | 0.1 | 9,144.05 | 0.2 |
| 68300 | | TAXES/LICENSE-EXC PAYROLL | 0.00 | 0.0 | 0.00 | 0.0 | 6,655.18 | 0.2 | 7,170.38 | 0.2 |
| 68400 | | OFFICE SUPPLIES & POSTAGE | 0.00 | 0.0 | 970.61 | 0.1 | 3,163.83 | 0.1 | 5,157.08 | 0.1 |
| 68500 | | TRAVEL & ENTERTAINMENT | 0.00 | 0.0 | 0.00 | 0.0 | 205.00 | 0.0 | 592.83 | 0.0 |
| 68600 | | AUDITING,LEGAL & COLLECT. | 0.00 | 0.0 | 150.00 | 0.0 | 3,290.00 | 0.1 | 3,520.00 | 0.1 |
| 68700 | | BAD DEBTS | 0.00 | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 100.71CR | 0.0 |
| 68800 | | DUES & SUBSCRIPTIONS | 0.00 | 0.0 | 0.00 | 0.0 | 33.00 | 0.0 | 0.00 | 0.0 |
| 68900 | | CONTRIBUTIONS | 0.00 | 0.0 | 0.00 | 0.0 | 210.00 | 0.0 | 220.00 | 0.0 |
| 69000 | | DATA PROCESSING | 0.00 | 0.0 | 842.96 | 0.1 | 9,528.13 | 0.3 | 11,863.57 | 0.3 |
| 69100 | | AMORTIZATION OF SOFTWARE | 0.00 | 0.0 | 0.00 | 0.0 | 236.00 | 0.0 | 0.00 | 0.0 |
| 69300 | | MILEAGE CHARGED CUSTOMER | 72.00CR | 0.7 | 1,247.00CR | 0.2 | 2,941.00CR | 0.1 | 7,626.70CR | 0.2 |
| 69900 | | MISCELLANEOUS | 0.00 | 0.0 | 1,997.15 | 0.3 | 4,251.82 | 0.1 | 9,626.02 | 0.2 |
| -- TOTAL EXPENSES -- | | | 106.50CR | 1.0 | 56,418.74 | 8.4 | 315,865.79 | 10.6 | 402,525.12 | 9.6 |
| **** NET OPERATING PROFIT **** | | | 3,501.10CR | 34.2 | 37,606.09CR | 5.6 | 32,167.75CR | 1.1 | 33,811.23CR | 0.8 |
| ** OTHER INCOME ** | | | | | | | | | | |
| 50000 | | CASH DISCOUNTS EARNED | 0.00 | 0.0 | 19,700.93CR | 2.9 | 31,663.91CR | 1.1 | 78,406.81CR | 1.9 |
| 50100 | | SALES PLANNING-INCOME | 0.00 | 0.0 | 14,337.99CR | 2.1 | 3,880.90CR | 0.1 | 17,673.34CR | 0.4 |
| 50200 | | VOLUME DISCOUNT-NH | 0.00 | 0.0 | 6,213.00CR | 0.9 | 9,798.00CR | 0.3 | 25,618.74CR | 0.6 |
| 50300 | | DEALER STANDARDS REWARD | 0.00 | 0.0 | 0.00 | 0.0 | 14,361.41CR | 0.5 | 31,891.59CR | 0.8 |
| 50400 | | CASE IH-PMP ACCOUNT | 0.00 | 0.0 | 0.00 | 0.0 | 9,485.33CR | 0.3 | 0.00 | 0.0 |
| 50500 | | OTHER INCOME | 0.00 | 0.0 | 391.41CR | 0.1 | 2,835.52CR | 0.1 | 4,831.34CR | 0.1 |
| 52100 | | INTEREST EARNED | 0.00 | 0.0 | 784.75CR | 0.1 | 5,993.15CR | 0.2 | 11,853.89CR | 0.3 |
| 52200 | | FINANCE RESERVE INCOME | 0.00 | 0.0 | 191.65CR | 0.0 | 334.65 | 0.0 | 1,176.57CR | 0.0 |
| -- TOTAL OTHER INCOME -- | | | 0.00 | 0.0 | 41,619.73CR | 6.2 | 77,683.57CR | 2.6 | 171,452.28CR | 4.1 |
| ** OTHER EXPENSES ** | | | | | | | | | | |
| 55500 | | OTHER DEDUCTIONS | 0.00 | 0.0 | 0.00 | 0.0 | 0.60CR | 0.0 | 0.00 | 0.0 |
| -- TOTAL OTHER EXPENSES -- | | | 0.00 | 0.0 | 0.00 | 0.0 | 0.60CR | 0.0 | 0.00 | 0.0 |
| **** NET PROFIT(CR)/LOSS **** | | | 3,501.10CR | 34.2 | 79,225.82CR | 11.8 | 109,851.92CR | 3.7 | 205,263.51CR | 4.9 |