

|              | Dec   |         | YTD     |         |
|--------------|-------|---------|---------|---------|
| MILES:       |       |         |         |         |
| Miles Loaded | 8,582 | 87.25%  | 91,258  | 81.52%  |
| Miles Empty  | 1,254 | 12.75%  | 20,681  | 18.48%  |
| Total Miles  | 9,836 | 100.00% | 111,939 | 100.00% |

**December Profit And Loss Statement**

|                                   | Dec      | Cents Per Mile | % Rev   | YTD       | Cents Per Mile | % Rev   |
|-----------------------------------|----------|----------------|---------|-----------|----------------|---------|
| <b>INCOME:</b>                    |          |                |         |           |                |         |
| Mileage/Percentage Income         | \$11,460 | 116.51         | 81.04%  | \$119,708 | 106.94         | 75.16%  |
| Miscellaneous Income              | \$2,681  | 27.26          | 18.96%  | \$39,559  | 35.34          | 24.84%  |
| ☺ Total Income                    | \$14,141 | 143.77         | 100.00% | \$159,267 | 142.28         | 100.00% |
| <b>EXPENSES:</b>                  |          |                |         |           |                |         |
| <b>Fixed Costs:</b>               |          |                |         |           |                |         |
| Truck Lease Payment               | \$1,844  | 18.75          | 13.04%  | \$22,128  | 19.77          | 13.89%  |
| Truck Depreciation                | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Trailer Payment                   | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Truck Interest                    | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| License,Permits,FHUT,Tolls,Scales | \$104    | 1.06           | 0.74%   | \$1,147   | 1.02           | 0.72%   |
| ☒ Physical Damage Insurance       | \$227    | 2.31           | 12.31%  | \$2,364   | 5.98           | 30.23%  |
| ☺ Bobtail Insurance               | \$40     | 0.41           | 0.28%   | \$480     | 0.43           | 0.30%   |
| ☺ Work Comp or Occ/Acc/Disability | \$225    | 2.29           | 1.59%   | \$2,398   | 2.14           | 1.51%   |
| Health, Dental, Vision Insurance  | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Wages                             | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Legal and Accounting Costs        | \$75     | 0.76           | 0.53%   | \$900     | 0.80           | 0.57%   |
| <b>Total Fixed Costs:</b>         | \$2,515  | 25.57          | 17.79%  | \$35,074  | 31.33          | 22.02%  |
| <b>Variable Costs:</b>            |          |                |         |           |                |         |
| ☒ Fuel                            | \$4,566  | 46.42          | 38.60%  | \$64,688  | 57.79          | 40.62%  |
| Fuel Tax                          | \$61     | 0.62           | 0.29%   | \$820     | 0.73           | 0.51%   |
| ☒ Maintenance/Repairs             | \$1,770  | 18.00          | 8.32%   | \$5,261   | 4.70           | 3.30%   |
| Per Diem Expense                  | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Outside Labor                     | \$0      | 0.00           | 0.00%   | \$120     | 0.11           | 0.08%   |
| ☺ Communication                   | \$132    | 1.34           | 0.62%   | \$1,399   | 1.25           | 0.88%   |
| Motel Expense                     | \$0      | 0.00           | 0.00%   | \$84      | 0.08           | 0.05%   |
| Office Expenses                   | \$0      | 0.00           | 0.00%   | \$45      | 0.04           | 0.03%   |
| Company Charges                   | \$12     | 0.12           | 0.05%   | \$144     | 0.13           | 0.09%   |
| Supplies                          | \$0      | 0.00           | 0.00%   | \$0       | 0.00           | 0.00%   |
| Miscellaneous Expense             | \$0      | 0.00           | 0.00%   | \$35      | 0.03           | 0.02%   |
| <b>Total Variable Costs</b>       | \$6,541  | 66.50          | 46.26%  | \$72,596  | 64.85          | 45.58%  |
| Total Expenses                    | \$9,056  | 72.18          | 63.49%  | \$107,670 | 96.19          | 67.60%  |
| <b>NET INCOME BEFORE TAX</b>      | \$5,085  | 41.50          | 36.51%  | \$51,597  | 46.09          | 32.40%  |
| ☺ Cash Advances                   | \$726    | 7.38           | 5.13%   | \$7,602   | 6.79           | 4.77%   |