

Acme, Inc.

Beginning Balance Sheet 2012

Account	Amount
Cash	813,522
Accounts receivable	721,243
Inventory	2,525,531
Prepaid expenses	41,242
Total	4,101,538
Property & equipment	1,138,928
Accum. depreciation	918,861
Net property	220,067
Total Assets	4,321,605
Accounts payable	456,395
Accrued expenses	161,797
Other payables	34,412
Sales tax payable	15,189
Term debt payable	737,027
Due to owners/affiliates	3,259,800
Liabilities	4,664,620
Common stock	75,000
Retained earnings	-418,015
Stockholders Equity	-343,015
Lia. & Equity	4,321,605

**Acme, Inc.
Profit And Loss**

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%
FEDERAL TAX	135	136	157	145	188	156	135	155	150	118	103	112	1,889	0.01
General	205,842	206,855	220,691	213,132	241,952	220,084	206,180	219,746	216,304	194,706	184,176	190,251	2,519,918	14.92
Total expenses	426,495	429,455	470,054	447,879	532,423	468,272	427,465	467,282	457,184	393,826	362,939	380,758	5,264,063	31.17
Interest on cash balance	2,034	4,017	4,065	4,202	4,766	5,732	6,563	7,189	8,195	9,363	10,057	10,300	76,502	0.45
Bonus	1,506	1,540	2,005	1,751	2,720	1,985	1,517	1,973	1,857	1,131	777	981	19,742	0.12
Rental income	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	0.36
Net other income/expense	5,492	5,640	5,201	5,323	5,063	6,203	7,969	8,396	9,253	11,231	12,719	12,970	95,460	0.57
Net before tax income tax	151,083	156,438	202,556	177,523	274,049	202,200	156,756	202,533	192,078	121,331	86,966	107,436	2,030,947	12.02
Income tax	0	0	0	0	0	0	0	0	0	0	0	0	0	D.00
Net Income/Loss EBITDA	151,083	156,438	202,556	177,523	274,049	202,200	156,756	202,533	192,078	121,331	86,966	107,436	2,030,947	12.02
	164,704	170,099	216,770	191,435	289,112	216,390	170,391	216,710	206,117	134,507	99,722	120,434	2,196,393	13.00

**Acme, Inc.
Cash Flow**

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
POSTAGE	404	408	470	436	564	467	405	466	450	354	308	335	5,087
AUTO ALLOWANCE	269	272	313	291	376	311	270	310	300	236	205	223	3,378
MEETINGS & CONVENTIO	289	272	313	291	376	311	270	310	300	236	205	223	3,378
INTEREST INCOME	289	272	313	291	376	311	270	310	300	236	205	223	3,378
FEDERAL TAX	135	136	157	145	188	156	195	155	150	118	103	112	1,689
General	194,086	198,661	211,986	205,281	232,648	212,804	198,582	211,052	208,288	187,415	176,444	181,855	2,419,102
Total cash out	949,911	1,347,494	1,472,836	1,283,478	1,405,769	1,302,280	1,167,787	1,115,425	1,058,681	991,660	978,781	1,023,613	14,077,716
Interest on cash balance	2,034	4,017	4,065	4,202	4,766	5,732	6,585	7,185	8,195	9,363	10,057	10,300	76,502
Rental Income	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Sales tax paid	(15,189)	0	0	0	0	0	0	0	0	0	0	0	(15,189)
Line of credit	720,624	8,085	110,495	(60,366)	230,153	(174,636)	(111,034)	108,339	(27,489)	(172,480)	(84,084)	48,510	596,115
Total other receipts	712,469	17,102	119,560	(51,166)	239,919	(163,904)	(99,451)	120,528	(14,294)	(158,117)	(69,027)	63,810	717,428
Net cash change	793,381	19,059	54,874	225,597	396,360	340,296	242,381	402,333	467,294	277,622	97,312	85,897	3,392,405
Beginning cash balance	813,522	1,606,903	1,625,981	1,660,835	1,906,431	2,292,792	2,633,088	2,875,469	3,277,802	3,745,096	4,022,718	4,120,030	813,522
Ending Cash	1,606,903	1,625,961	1,680,835	1,906,431	2,292,792	2,633,088	2,875,469	3,277,802	3,745,096	4,022,718	4,120,030	4,205,927	4,205,927

Acme, Inc.
Cash Flow

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Cash flows from operating activities:													
Net Income	151,083	156,438	202,556	177,523	274,049	202,200	156,756	202,533	192,078	121,331	86,966	107,436	2,030,947
Depreciation and amortization	8,153	8,153	8,153	8,153	8,153	8,153	8,153	8,153	8,153	8,153	8,153	8,153	97,835
Incr.(+)/decr.(+) accounts receivable	(315,177)	(11,550)	(157,850)	86,240	(328,790)	249,480	156,820	(154,770)	39,270	246,400	120,120	(69,300)	(137,907)
Incr.(+)/decr.(+) payables	222,242	156,933	(113,855)	(45,176)	13,821	22,898	(67,863)	(64,947)	33,392	36,268	17,907	(8,902)	202,655
Incr.(+)/decr.(+) in inventory	6,456	(299,000)	5,175	59,225	189,175	32,200	97,750	303,025	221,950	37,950	(51,750)	0	602,156
Total cash from operations	72,757	10,974	(55,621)	285,965	156,207	514,931	353,416	293,994	494,763	450,102	181,396	37,386	2,796,289
Cash flow from financing activities:													
Net proceeds/payments(-) credit line	720,624	8,085	110,495	(60,368)	230,153	(174,636)	(111,034)	108,339	(27,469)	(172,460)	(84,084)	46,510	598,115
Net cash from financing activities	720,624	8,085	110,495	(60,368)	230,153	(174,636)	(111,034)	108,339	(27,469)	(172,460)	(84,084)	46,510	598,115
Net cash change	793,381	19,059	54,874	225,597	386,360	340,295	242,382	402,333	467,294	277,622	97,312	85,896	3,392,404
Beginning cash balance	813,522	1,606,903	1,625,961	1,680,835	1,906,432	2,292,792	2,633,088	2,875,469	3,277,803	3,745,096	4,022,718	4,120,030	813,522
Ending cash balance	1,606,903	1,625,961	1,680,835	1,906,432	2,292,792	2,633,088	2,875,469	3,277,803	3,745,096	4,022,718	4,120,030	4,205,926	4,205,926

**Acme, Inc.
Balance Sheets**

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cash	1,606,903	1,625,961	1,680,895	1,906,431	2,292,792	2,633,088	2,875,469	3,277,802	3,745,096	4,022,718	4,120,030	4,205,927
Accounts receivable	1,036,420	1,047,970	1,205,820	1,119,580	1,448,370	1,196,890	1,040,270	1,155,040	1,155,770	909,370	789,250	858,550
Inventory	2,519,075	2,818,075	2,812,900	2,759,675	2,564,500	2,532,900	2,494,550	2,131,525	1,909,575	1,871,625	1,923,575	1,923,375
Prepaid expenses	41,242	41,242	41,242	41,242	41,242	41,242	41,242	41,242	41,242	41,242	41,242	41,242
Total	5,203,640	5,533,248	5,740,797	5,820,928	6,346,904	6,405,520	6,391,531	6,645,609	6,861,683	6,844,955	6,873,897	7,029,094
Property & equipment	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928	1,138,928
Accumulated depreciation	927,014	935,167	943,320	951,473	959,626	967,779	975,932	984,085	992,238	1,000,390	1,008,543	1,016,696
Net property	211,914	203,761	195,608	187,455	179,302	171,149	162,996	154,843	146,690	138,538	130,385	122,232
Total Assets	5,415,554	5,737,009	5,936,405	6,008,384	6,526,206	6,576,669	6,554,527	6,800,452	6,996,373	6,983,493	7,004,281	7,151,325
Accounts payable	688,717	844,070	727,858	681,233	690,983	712,770	643,945	576,463	606,095	644,095	661,645	651,520
Accrued expenses	166,906	168,486	171,043	172,482	176,963	177,474	178,436	180,951	182,671	182,939	183,296	184,519
Other payables	34,412	34,412	34,412	34,412	34,412	34,412	34,412	34,412	34,412	34,412	34,412	34,412
Due on credit line	720,624	728,709	839,204	778,636	1,008,969	834,363	723,319	831,658	804,169	631,689	547,605	586,115
Term debt payable	737,027	737,027	737,027	737,027	737,027	737,027	737,027	737,027	737,027	737,027	737,027	737,027
Due to owners/affiliates	3,259,800	3,259,800	3,259,800	3,259,800	3,259,800	3,259,800	3,259,800	3,259,800	3,259,600	3,259,800	3,259,800	3,259,800
Liabilities	5,607,486	5,772,504	5,769,344	5,663,789	5,907,573	5,755,836	5,576,939	5,620,330	5,626,174	5,489,962	5,423,785	5,463,393
Common stock	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000
Beginning balance	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)	(418,015)
Net income	151,083	307,521	510,076	687,599	961,638	1,163,848	1,320,604	1,320,504	1,715,215	1,836,545	1,923,571	2,030,947
Ending Retain. Earn.	(266,932)	(110,494)	92,061	269,584	543,633	745,833	902,589	1,105,122	1,297,200	1,416,530	1,505,496	1,612,932
Stockholders' Equity	(191,932)	(35,494)	167,061	344,584	618,633	820,833	977,589	1,180,122	1,372,200	1,493,530	1,580,496	1,687,932
Liabilities And Stockholders' Equi	5,415,554	5,737,009	5,936,405	6,008,384	6,526,206	6,576,669	6,554,527	6,800,452	6,996,373	6,983,493	7,004,281	7,151,325

Acme, Inc. Profit And Loss /Actual 2012

Account	Plan May	%	Actual May	%	Diff. May	Plan YTD	%	Actual YTD	%	Diff. YTD	Action
Sales	1,881,000	100.00	1,247,800	100.00	(633,200)	7,608,000	100.00	7,058,347	100.00	(549,653)	<<< Review
Material	658,350	35.00	375,802	30.12	282,546	2,662,800	35.00	375,802	5.32	2,286,998	<<< Review
Labor	282,150	15.00	149,605	11.99	132,545	1,141,200	15.00	149,605	2.12	991,595	<<< Review
Overhead	141,075	7.50	98,251	7.87	42,824	570,600	7.50	96,251	1.39	472,349	<<< Review
Cost of sales	1,081,575	57.50	623,656	49.98	457,917	4,374,600	57.50	623,656	8.84	3,750,942	
Gross profit	799,425	42.50	624,142	50.02	(175,283)	3,233,400	42.50	1,960,790	27.78	(1,272,610)	
SALES	30,000	1.58	31,053	2.49	(1,053)	150,000	1.97	150,848	2.13	(848)	<<< Review
BRANCH MANAGER	39,125	2.08	16,361	1.31	22,764	158,246	2.08	78,514	1.11	79,732	<<< Review
PARTS COUNTERPERSON	37,056	1.97	17,114	1.37	19,942	149,878	1.97	116,506	1.65	33,372	<<< Review
PAYROLL TAXES-ADMIN	29,532	1.57	23,498	1.85	6,034	119,446	1.57	127,019	1.80	(7,573)	<<< Review
OFFICE	24,641	1.31	20,763	1.66	3,878	99,665	1.31	105,183	1.49	(5,518)	<<< Review
SERVICE MANAGER-ADMIN	15,000	0.80	14,668	1.18	332	75,000	0.99	77,070	1.09	(2,070)	<<< Review
COMMISSIONS-ADMIN	15,989	0.85	9,721	0.78	6,268	64,688	0.85	59,629	0.84	5,059	<<< Review
SERVICE WRITER	15,612	0.83	9,046	0.72	6,566	63,146	0.83	42,357	0.60	20,789	<<< Review
PARTS MANAGER	13,731	0.73	4,688	0.38	9,043	55,538	0.73	40,434	0.57	15,104	<<< Review
WORKERS COMP INSURA	8,276	0.44	11,583	0.93	(3,307)	33,475	0.44	35,983	0.51	(2,508)	<<< Review
VACATION	5,267	0.28	2,760	0.22	2,507	21,302	0.28	10,158	0.14	11,144	<<< Review
BONUSES-ADMIN	3,574	0.19	0	0.00	3,574	14,455	0.19	1,496	0.02	12,959	<<< Review
401(K) PLAN-ADMIN	2,069	0.11	1,289	0.10	790	8,369	0.11	5,623	0.08	2,746	<<< Review
Payroll	239,872	12.75	162,544	13.03	77,328	1,013,189	13.32	850,620	12.05	162,569	
FUEL	12,415	0.66	11,336	0.91	1,079	50,213	0.66	55,063	0.78	(4,850)	
R&M BUILDING	11,474	0.61	7,264	0.58	4,210	46,408	0.61	27,797	0.39	18,612	
R&M - EQUIPMENT/VEHI	7,712	0.41	9,733	0.76	(2,021)	31,193	0.41	35,093	0.50	(3,900)	
TOOLS & EQUIPMENT	6,584	0.35	2,233	0.18	4,351	26,628	0.35	25,821	0.37	807	
SHOP MAINTENANCE	4,514	0.24	2,299	0.18	2,215	18,259	0.24	36,757	0.55	(20,498)	
UNIFORMS	2,822	0.15	3,058	0.25	(237)	11,412	0.15	13,615	0.19	(2,203)	
TRASH	1,881	0.10	798	0.06	1,083	7,608	0.10	6,541	0.09	1,067	
EQUIPMENT RENTAL/LEA	941	0.05	234	0.02	707	3,804	0.05	1,339	0.02	2,465	
MAINTENANCE SUPPLIES	941	0.05	486	0.04	455	3,043	0.05	466	0.01	3,318	
PICK UP & DELIVERY	752	0.04	276	0.02	476	3,043	0.04	2,242	0.03	801	
SAFETY & FIRST AID	564	0.03	307	0.02	257	2,282	0.03	1,532	0.02	750	
Shop expense	50,599	2.69	38,024	3.05	12,575	204,655	2.69	214,017	3.03	(9,362)	
OCCUPANCY	57,000	3.03	56,685	4.54	315	285,000	3.75	282,296	4.00	2,704	
OVERHEAD ALLOCATION	42,000	2.23	45,500	3.65	(3,500)	210,000	2.76	206,333	2.95	1,667	
MEDICAL INSURANCE	13,731	0.73	11,991	0.96	1,740	55,538	0.73	52,631	0.75	2,907	
MISCELLANEOUS INCOME	12,791	0.68	(24,423)	(1.96)	37,214	51,794	0.68	(24,423)	(0.35)	76,157	<<< Review
Depreciation	9,153	0.43	10,768	0.86	(1,615)	40,768	0.54	53,940	0.76	(13,075)	
UTILITIES	8,088	0.43	5,120	0.63	2,968	36,518	0.43	46,819	0.66	(10,301)	
COMPUTER EXPENSES	6,000	0.32	16,170	1.30	(10,170)	30,000	0.39	50,945	0.72	(20,945)	<<< Review
TRAVEL	7,524	0.40	7,083	0.57	441	30,432	0.40	29,926	0.42	504	
BANK CHARGES	7,336	0.39	2,881	0.23	4,455	29,671	0.39	21,485	0.30	8,186	
ADVERTISING	7,148	0.38	2,745	0.22	4,391	29,671	0.39	13,725	0.19	15,946	
PROPERTY TAX	6,960	0.37	7,564	0.61	(416)	28,910	0.38	36,089	0.54	(9,179)	
BUSINESS DEVELOPMENT	6,772	0.36	7,817	0.63	(857)	28,150	0.37	36,089	0.54	(9,179)	
LIABILITY INSURANCE	5,079	0.27	(4,912)	(0.39)	11,684	27,389	0.36	25,296	0.36	2,854	
CONSULTING	5,079	0.27	3,318	0.27	1,761	20,542	0.27	6,765	0.10	20,624	<<< Review
TELEPHONE	5,079	0.27	3,003	0.24	2,076	20,542	0.27	19,074	0.27	1,468	
EDUCATION & TRAINING	5,045	0.27	0	0.00	5,045	20,382	0.27	24,857	0.35	(4,315)	
Interest credit line	5,762	0.20	2,727	0.22	3,035	15,216	0.20	17,011	0.20	(1,795)	
OFFICE SUPPLIES	2,633	0.14	2,109	0.17	524	10,651	0.14	9,866	0.14	785	
CELL PHONES	1,865	0.10	2,632	0.21	(767)	9,130	0.12	4,284	0.06	5,043	
PURCHASE DISCOUNTS	1,865	0.10	0	0.00	1,865	10,651	0.14	0	0.00	10,651	
AUTO INSURANCE	2,257	0.12	3,339	0.27	(1,082)	9,327	0.12	9,130	0.13	197	
Interest on term debt	1,881	0.10	3,230	0.26	(1,349)	7,608	0.10	8,365	0.12	(687)	
LICENSES & FEES	1,881	0.10	1,182	0.09	699	6,847	0.09	6,750	0.10	97	
INTERNET SERVICE PRO	1,505	0.08	0	0.00	1,505	5,326	0.07	0	0.00	5,326	
DEALER OVERRIDE	1,317	0.07	757	0.06	560	5,326	0.07	3,593	0.05	1,733	
SERVICE CHARGES	1,317	0.07	2,239	0.18	(922)	4,565	0.07	7,493	0.11	(2,167)	
MISCELLANEOUS EXPENS	1,129	0.06	517	0.04	612	4,565	0.06	3,235	0.05	1,330	
SECURITY ALARM	941	0.05	275	0.02	666	3,604	0.05	1,757	0.02	2,047	
LEGAL EXPENSES	941	0.05	100	0.01	841	3,904	0.05	1,400	0.02	2,404	
CONTRIBUTIONS	941	0.05	6,903	0.55	(5,963)	3,904	0.05	8,946	0.13	(5,144)	<<< Review
DUES & SUBSCRIPTIONS	752	0.04	867	0.07	(115)	3,043	0.04	3,366	0.05	(345)	
ANSWERING SERVICE	564	0.03	295	0.02	269	2,282	0.03	2,610	0.04	(328)	
POSTAGE	376	0.02	0	0.00	376	1,522	0.02	0	0.00	1,522	
AUTO ALLOWANCE	0	0.00	0	0.00	0	0	0.00	0	0.00	0	

Acme, Inc.
Profit And Loss /Actual 2012

Account	Plan May	%	Actual May	%	Dif. May	Plan YTD	%	Actual YTD	%	Dif YTD	Action
MEETINGS & CONVENTIO	376	0.02	37	0.00	339	1,522	0.02	254	0.00	1,266	
INTEREST INCOME	376	0.02	0	0.00	376	1,522	0.02	0	0.00	1,522	
FEDERAL TAX	188	0.01	0	0.00	188	761	0.01	0	0.00	761	
SALES TAX	(564)	(0.03)	12	0.00	(576)	(2,282)	(0.03)	12	0.00	(2,294)	
General	241,952	12.86	186,360	14.94	55,592	1,088,472	14.31	969,756	13.74	118,716	
Total expenses	532,423	28.31	386,928	31.01	145,495	2,306,316	30.31	2,034,393	28.82	271,923	
Interest on cash balance	4,766	0.25	3,000	0.24	1,766	19,084	0.25	3,000	0.04	16,084	
Bonus	2,720	0.14	2,000	0.16	720	9,521	0.13	2,000	0.03	7,521	
Rental income	5,000	0.27	5,000	0.40	0	25,000	0.33	5,000	0.07	20,000	
Other income	0	0.00	0	0.00	0	0	0.00	89,793	1.27	89,793	
Net other income/expense	5,063	0.27	0	0.00	5,063	26,719	0.35	0	0.00	26,719	
Net before tax	274,049	14.57	243,214	19.49	(30,835)	961,648	12.64	22,190	0.31	(939,458)	
Net Income/Loss	274,049	14.57	243,214	19.49	(30,835)	961,648	12.64	22,190	0.31	(939,458)	
EBITDA	289,112	15.37	0	0.00	289,112	1,032,121	13.57	0	0.00	1,032,121	

**Acme, Inc.
Twelve Month Ratio
For The Periods Ending Jan 31, 2012 Through Dec 31, 2012**

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Current ratio	3.72	3.60	3.40	3.40	3.11	3.24	3.29	3.10	3.07	3.16	3.15	2.98
Quick ratio	1.61	1.52	1.43	1.38	1.30	1.27	1.20	1.13	1.07	0.97	0.85	0.74
Debt:equity	0.67	0.71	0.76	0.77	0.85	0.83	0.84	0.91	0.94	0.94	0.99	1.08
Net Income:sales	-8.10	-7.90	-5.59	-6.72	-2.79	-5.55	-8.01	-5.62	-6.19	-10.67	-13.87	-12.03
Sales:assets	0.29	0.30	0.34	0.33	0.41	0.36	0.32	0.37	0.37	0.31	0.28	0.32
Inventory turnover	4.95	4.97	5.22	5.24	5.54	5.56	5.47	5.30	5.49	5.38	5.25	5.16
Accounts receivable turnover	15.65	15.65	15.65	15.65	15.65	15.65	15.65	15.65	15.65	15.65	15.65	15.65
Days' sales In A/R	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00
Accounts payable turnover	12.99	12.99	12.99	12.99	12.99	12.99	12.99	12.99	12.99	12.99	12.99	12.99
Days' purchases In A/P	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09
Cash:current matuities	-10.92	-1.12	-2.46	-0.16	-3.75	1.56	0.41	-2.44	-0.58	-3.91	-0.37	-2.14
Return on assets	-2.32	-2.33	-1.91	-2.19	-1.15	-1.99	-2.59	-2.10	-2.30	-3.31	-3.94	-3.82
Return on equity	-3.89	-3.98	-3.95	-3.89	-2.13	-3.64	-4.78	-4.00	-4.45	-6.43	-7.82	-7.96

Acme, Inc.
Sales by Product/Line 2012

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Product Number	Product Name												
101	REGULR SALES												
Sales Price per Unit	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00
Units or %	7.80	7.93	9.71	8.74	12.45	9.63	7.84	9.59	9.15	6.36	5.00	5.80	1.00
Dollars	896,220	911,157	1,115,679	1,004,226	1,430,505	1,106,487	900,816	1,107,891	1,057,335	730,764	574,500	666,420	11,480,000
102	TRUCK SALES												
Sales Price per Unit	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00
Units or %	8.33	8.33	8.37	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	1.00
Dollars	449,820	449,820	451,950	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	5,400,000
Total Sales	1,346,040	1,360,977	1,567,659	1,454,046	1,880,325	1,556,307	1,350,636	1,557,711	1,507,155	1,180,584	1,024,320	1,116,240	16,880,000

Acme, Inc.

Collections by ProductLine 2012

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
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Product Number _____ Product Name _____

101 REGULAR SALES

Sales Price per Unit	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00	114,900.00
Total Sales	896,220	911,157	1,115,679	1,004,226	1,430,505	1,106,487	900,816	1,101,891	1,051,335	730,764	574,500	666,420	11,480,000
Collections	0	896,220	911,157	1,115,679	1,004,226	1,430,505	1,106,487	900,816	1,101,891	1,051,335	730,764	574,500	10,823,580

102 TRUCK SALES

Sales Price per Unit	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00	54,000.00
Total Sales	449,820	449,820	451,980	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	5,400,000
Collections	0	449,820	449,820	451,980	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	4,950,180

Collections	0	1,346,040	1,360,977	1,567,659	1,454,046	1,890,325	1,556,307	1,350,636	1,551,711	1,501,155	1,180,584	1,024,320	15,773,760
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Acme, Inc.
Product/Customer Etc. Analysis
For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Product/customer etc.	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Regular sales	896,220	911,157	1,115,679	1,004,226	1,430,505	1,106,487	900,816	1,101,891	1,051,335	730,764	574,500	888,420	11,490,000
Direct cost per unit	627,354	637,810	780,975	702,958	1,001,354	774,541	630,571	771,324	735,935	511,535	402,150	466,494	8,043,000
Total cost (regular sales)	627,354	637,810	780,975	702,958	1,001,354	774,541	630,571	771,324	735,935	511,535	402,150	466,494	8,043,000
Net regular sales	268,866	273,347	334,704	301,268	429,152	331,946	270,245	330,567	315,401	219,229	172,350	199,926	3,447,000
Truck sales	449,820	449,820	451,980	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	449,820	5,400,000
Direct cost per unit	404,838	404,838	406,782	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	4,860,000
Total cost (truck sales)	404,838	404,838	406,782	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	4,860,000
Net truck sales	44,982	44,982	45,198	44,982	44,982	44,982	44,982	44,982	44,982	44,982	44,982	44,982	540,000
Net all sources	313,848	318,329	379,902	346,250	474,134	376,928	315,227	375,549	360,383	284,211	217,332	244,908	3,987,000

Methods: (1) Relative sales value(2) N/A(3) N/A(4) N/A(5) N/A...

Acme, Inc.
Cost by Product/Line 2012

For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Total

Product Number Product Name

101	REGULR SALES												
Cost per Unit	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00	80,430.00
Units or %	7.80	7.93	9.71	8.74	12.45	9.63	7.84	9.59	9.15	6.36	5.00	5.80	100
Dollars	627,354	637,810	780,975	702,968	1,001,354	774,541	630,571	771,324	735,985	511,535	402,150	466,494	8,043,000

102	TRUCK SALES												
Cost per Unit	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00	48,600.00
Units or %	8.33	8.33	8.37	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	100
Dollars	404,838	404,838	406,782	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	404,838	4,860,000
Total cost	1,032,192	1,042,648	1,187,757	1,107,796	1,406,192	1,179,379	1,035,409	1,176,162	1,140,773	916,373	806,988	871,332	12,903,000

Acme, Inc.
Credit Availability Data
For The Periods Ending Jan 31, 2012 Through Dec 31, 2012

Account	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Other collateral	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Percent available for credit	50	50	50	50	50	50	50	50	50	50	50	50
Net available	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Inventory:												
Inventory at end of month	2,519,075	2,616,075	2,612,900	2,753,675	2,564,500	2,532,300	2,434,550	2,131,525	1,909,575	1,671,625	1,923,375	1,923,375
Percent available for cred	20	20	20	20	20	20	20	20	20	20	20	20
Net available, inventory	503,815	563,615	562,580	550,735	512,900	506,460	466,910	426,305	381,915	374,325	384,675	384,675
Accounts receivable:												
Balance at end of month	1,036,420	1,047,970	1,205,620	1,119,580	1,448,370	1,198,690	1,040,270	1,195,040	1,155,770	909,370	769,250	658,550
Percent ineligible	20	20	20	20	20	20	20	20	20	20	20	20
Borrowing rate (%)	80	80	60	60	60	60	80	80	80	80	60	80
Net available, receivables	663,309	670,701	771,725	716,531	926,957	767,290	665,773	764,626	739,693	561,997	505,120	549,472
Net available, receivables												
Total invt. +rec'ables+other	1,217,124	1,264,316	1,384,305	1,317,266	1,489,857	1,323,750	1,202,683	1,241,131	1,171,606	1,006,322	939,795	984,147
Maximum credit available	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
Maximum available	1,217,124	1,264,316	1,384,305	1,317,266	1,469,657	1,323,750	1,202,683	1,241,131	1,171,606	1,006,322	939,795	984,147
Projected used	720,624	726,709	639,204	778,636	1,006,969	634,353	723,319	631,666	604,169	631,689	547,605	596,115
Utilization (-over)/under	496,500	555,607	545,101	536,430	460,868	469,397	479,364	409,473	367,439	374,633	392,190	368,032