# EXHIBIT J

FINANCIAL STATEMENTS

Financial Statements and Independent Auditors' Report

July 31, 2005

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(a professional corporation)

**Certified Public Accountants and Management Consultants** 

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## INDEPENDENT AUDITORS' REPORT

The Stockholders

Econo Lube N' Tune, Inc.

Newport Beach, California

We have audited the accompanying balance sheet of **Econo Lube N' Tune, Inc.** as of July 31, 2005 and the related statements of income, stockholders' deficit and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Econo Lube N' Tune, Inc. at July 31, 2005, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. Although the Company is in compliance with all requirements of the bankruptcy court, and is current with payments, the negative working capital and stockholders' deficit raise substantial doubt about the ability of the Company to continue as a going concern (as discussed in Note 1). The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

October 26, 2005 Newport Beach, California HAYNE & Company



Balance Sheet July 31, 2005

## **ASSETS**

Current assets:		
Cash and cash equivalents	<b>\$</b>	399,571
Accounts receivable, net of allowance for		
doubtful accounts of \$397,977		1,203,113
Current portion of notes receivable, net		
of allowance for doubtful accounts of \$345,516	•	497,342
Inventories		16,361
Prepaid advertising		945,738
Prepaid expenses and other current assets		54,500
·		
Total current assets		3,116,625
Notes receivable, net of current portion, and net of		
allowance for doubtful accounts of \$161,575	3	708,262
		1,517,328
Deferred rent receivable Property and equipment, net of accumulated		1,011,020
depreciation and amortization		4,554,432
Other assets		324,456
Other assets	<del></del>	52 1, 100
Total assets	<u>\$</u>	10,221,103

Balance Sheet (continued) July 31, 2005

## LIABILITIES AND STOCKHOLDERS' DEFICIT

Current liabilities:		
Accounts payable and accrued expenses	\$	1,282,640
Advance rental payments		1,116,481
Current portion of liabilities subject to compromise		960,000
Current portion of mortgages payable and long-term debt		1,533,867
Current portion of capital leases		62,502
Current portion of capital leases		
Total current liabilities		4,955,490
		.4.000 575
Deposits payable		1,303,575
Deferred compensation		1,104,256
Mortgages payable and long-term debt, net of current portion		5,021,175
Capital leases, net of current portion		209,649
Deferred gain on sale/leasebacks		9,837
Total long-term liabilities not subject to compromise	<u> </u>	7,648,492
Liabilities subject to compromise, net of current portion	<u>-</u>	5,626,916
Total liabilities	. ·	18,230,898
Stockholders' deficit:		
Common stock, no par value:		
Authorized shares - 1,000,000		
Issued and outstanding shares - 244,037	•	2,618,553
Accumulated deficit		(10,628,348)
Accumulated deficit	·	(10,020,010)
Total stockholders' deficit		(8,009,795)
Total liabilities and stockholders' deficit	<u>\$</u>	10,221,103

See notes to financial statements.

Statement of Income For the Year Ended July 31, 2005

Revenues:	
Sales	\$ 5,925,400
Rental income	12,986,284
Royalty income	4,428,813
Training, transfer and other fees	394,500
Revenues from reacquired franchises	1,006,226
Interest income	181,85 <u>7</u>
Advertising income	393,221
Service fees	181,861
Gain on sale of assets	564,668
Other income	53,706
	_,
Total revenues	26,116,536
Costs and expenses:	F 504 050
Cost of sales	5,594,950
Rent expense	11,778,030
Costs associated with reacquired franchises	1,220,324
Selling, general and administrative	5,585,711
Interest expense	617,253
	24 706 269
Total costs and expenses	24,796,268
Income before other expenses	4 220 260
and income tax expense	1,320,268
Other income:	
Lease cancellations	379,600
Reorganization	47,098
Reorganization	-11,000
Income before income tax expense	1,746,966
Incomo tay ovnonco	(33,292)
Income tax expense	(00,202)
Net income	\$ 1,713,674

See notes to financial statements.

Statement of Stockholders' Deficit For the Year Ended July 31, 2005

	Commo		tock	Accumulated			**
	Shares		Amount		Deficit		Total
Balances, July 31, 2004,	244,037	\$	2,618,553	\$	(12,342,022)	\$	(9,723,469)
Net income			<u> </u>		1,713,674	_	1,713,674
Balances, July 31, 2005	244,037	\$	2,618,553	<u>\$</u>	(10,628,348)	\$	(8,009,795)

Statement of Cash Flows
For the Year Ended July 31, 2005

Cash flows from operating activities:  Net income	\$ 1,713,674
Items not requiring cash:	405,517
Depreciation and amortization	197,247
Increase in provision for doubtful accounts	(43,914)
Amortization of deferred gain on sale/leasebacks	(564,668)
Gain on sale of property and equipment	(304,000)
Subtotal	1,707,856
Decrease (increase) in:	
Accounts receivable	(44,161)
Inventories	177,045
Prepaids and other current assets	188,640
Prepaid advertising _	(646,098)
Deferred rents	(311,865)
Other assets	418,147
Increase (decrease) in:	
Accounts payable and accrued expenses	(185,810)
Security deposits payable	21,357
Advance rental payments	21,831
Income taxes payable	(100,000)
Deferred compensation	347,072
Total from operating activities	1,594,014
Cash flows from investing activities:	
Acquisition of property and equipment	(185,646)
Proceeds from sale of property and equipment	899,578
Notes receivable	206,095
Total from investing activities	\$ 920,027

See notes to financial statements.

Statement of Cash Flows For the Year Ended July 31, 2005

Cash flows from financing activities:  Decrease in mortgages payable and long-term of Principal payments on capital leases  Decrease in liabilities subject to compromise	debt	\$ (1,044,160) (226,197) (1,154,631)
Total from financing activities		(2,424,988)
Net increase in cash and cash equivalents	r .	89,053
Cash, beginning of year		310,518
Cash, end of year		\$ 399,571
Supplemental disclosure of cash flow information	ation:	-ma
Cash paid during the year for:		
Interest expense	· · · · · · · · · · · · · · · · · · ·	<u>\$ 617,253</u>
Income taxes	v.	<b>\$</b>
Professional fees paid for services rendered in connection with the Chapter 11 proceedings		\$ 62,566

## ECONO LUBE N' TUNE, INC. Notes to Financial Statements

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Organization and nature of business

Econo Lube N' Tune, Inc. (the Company) is engaged in the business of operating specialty automotive service centers, selling franchises and leasing equipment to franchised service centers. As of July 31, 2005, the Company had 198 stores in operation: 18 Company-operated, 179 franchises and one independently operated. During the year, the Company opened one store, reopened one store, closed two stores, repurchased 51 stores owned by franchisees, and resold 48 franchises. The Company is also lessor and lessee of certain real property in connection with certain franchised and Company owned locations.

## Basis of presentation

The accompanying financial statements have been prepared in conformity with principles of accounting applicable to a going concern, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. As shown in the accompanying financial statements, the Company had a working capital deficiency of \$1,838,835 and a stockholders' deficit of \$8,009,795. The financial statements do not include any adjustments that might be necessary should the Company be unable to continue as a going concern.

As a result of the Company's decision to file for protection under Chapter 11 of the United States Bankruptcy Code on November 8, 1999, and due to circumstances relating to this event, realization of assets and satisfaction of liabilities are subject to uncertainty. The Company's ability to continue as a going concern is contingent upon, among other things, its ability to achieve satisfactory levels of profitability and cash flow from operations, to obtain adequate financing to meet future obligations, and to continue its compliance with the debt service requirements provided for in the Chapter 11 Plan of Reorganization.

## Cash equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. The Company, from time to time, maintains cash balances that exceed the federal deposit insurance coverage limits. The Company performs periodic reviews of the relative credit rating of its banks to lower its risk. Included in cash is approximately \$130,000 which is restricted.

Notes to Financial Statements

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### <u>Inventories</u>

Inventories consist of automotive products such as oil, oil and air filters, spark plugs, and brake parts. Inventories are stated at the lower of cost or market. Cost is determined by the first-in first-out method.

## Property and equipment

Property and equipment are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives, which range from 5 to 32 years, on a straight-line basis. Leasehold improvements are amortized over the lives of the respective leases or the service lives of the improvements, whichever is shorter.

## Sales revenue

Sales revenue is recognized at the time services are performed.

## Franchise fee revenue

The Company typically has fulfilled its obligations under the franchise sales agreement prior to the opening of the franchised store. Revenue associated with the sale of a franchise is recognized upon substantial performance by the Company of all material conditions relating to the fees.

#### Franchise agreements

The Company grants the right to operate stores under the Econo Lube N' Tune name to certain individuals and companies through franchise agreements. Under the terms of the agreements, licensees remit fees (either at a fixed amount or based on a percentage, as defined) as follows: a weekly operating service fee, royalties of approximately 5% of the licensee's weekly sales, and a marketing fee of up to 6% of sales, less certain excluded items, as defined. The Company also provides assistance based upon the terms of the related franchise agreement.

Notes to Financial Statements

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### Deferred income amortization

Gains on sale/leasebacks of real property are amortized to income using the effective interest method. Amounts are amortized over the lives of the respective leases, which generally range from 10 to 20 years.

## Deferred loan costs

Deferred loan costs result from certain fees paid in conjunction with obtaining long-term debt or mortgages. These costs are being amortized over the lives of the associated loans.

#### Income taxes

The Company provides for income taxes in accordance with Statement of Financial Accounting Standards (SFAS) No. 109, Accounting for Income Taxes. SFAS No. 109 is an asset and liability approach that requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been recognized in the Company's financial statements or tax returns. Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized.

#### Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

#### Long-lived assets

The Company accounts for the impairment and disposition of long-lived assets in accordance with SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. In accordance with SFAS No. 144, long-lived assets are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable.

**Notes to Financial Statements** 

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Comprehensive income

In 1997, the Financial Accounting Standards Board (FASB) issued SFAS No. 130, Reporting Comprehensive Income, which established standards for the reporting and displaying of comprehensive income and its components. For the year ended July 31, 2005, there was no material difference between the Company's net income and comprehensive income.

## 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION

On November 8, 1999, the Company (the Debtor) filed petitions for relief under Chapter 11 of the federal bankruptcy laws in the United States Bankruptcy Court for the Central District of California. Under Chapter 11, certain claims against the Debtor in existence prior to the filing of the petitions for relief under the federal bankruptcy laws are stayed while the Debtor continues business operations as Debtor-in-Possession. These claims are reflected in the July 31, 2005, balance sheet as "liabilities subject to compromise." Claims secured against the Debtor's assets ("secured claims") also are stayed, although the holders of such claims have the right to move the court for relief from the stay. Secured claims are secured primarily by liens on the Debtor's property, plant, and equipment.

The Debtor received approval from the Bankruptcy Court to pay or otherwise honor certain of its prepetition obligations, including employee wages.

The Company (as Debtor-in-Possession) submitted the Debtor's Third Amended Chapter 11 Plan of Reorganization (the Plan) to the Court and its creditors. The Plan was confirmed on January 3, 2001 with an effective date of April 3, 2001. The Plan provides the following:

## Debt secured by personal property

The debt of approximately \$17,413 as of July 31, 2005, secured by personal property owned by the Company, will be paid in monthly installments of approximately \$4,776, which commenced on January 15, 2001 and continue through December 15, 2005, with average interest approximating 11%.

Notes to Financial Statements

# 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

## Priority unsecured claims

Terminated employees who earned benefits will be paid in full.

## Unsecured claims

The holders of approximately \$6,587,000 as of July 31, 2005 (as reduced by approximately \$233,000 as discussed below) of trade and other miscellaneous claims will be paid in quarterly installments as follows: 24 quarterly minimum payments, which commenced on July 15, 2001 and continue through April 15, 2007, and 24 quarterly excess cash payments, which commenced on July 15, 2001 and continue through April 15, 2007. This combination of payments is intended to insure that the unsecured creditors will receive a minimum payment of not less than 38% of their allowed claims, and the opportunity to receive 100% of their claims.

## Early payoff rights

If the unsecured creditors receive payments from the Debtor (whether from quarterly minimum payments or quarterly excess cash payments) equal to 70% of the allowed unsecured claims total, on or before May 15, 2006, such claims shall be deemed paid in full under the Plan. The 70% requires written consent.

Based upon the court approved repayment plan, the Company is obligated to make aggregate minimum payments to unsecured creditors of \$5,000,000, payable in quarterly installments of \$240,000 through April of 2007. The balance is paid to claimants on a pro-rata basis.

In August of 2005, the Company successfully negotiated the settlement and payment in full of a certain claim of approximately \$423,000 for \$190,000. This claim was paid in full in September of 2005.

Notes to Financial Statements

# 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

The remaining future minimum commitments under the repayment plan approximate the following:

Year ending July 31:

2006 2007 \$ 960,000 760,000

\$ 1,720,000

Effective on August 4, 2005, a final decree was ordered and, as such, the Chapter 11 estate has been fully revested in the Reorganized Debtor whereupon a discharged occurred and the case was deemed closed.

## 3. ACQUISITION OF FRANCHISE LOCATIONS

In the normal course of business, the Company may reacquire certain franchise locations. For the year ended July 31, 2005, the Company reacquired 51 franchised locations incurring costs of approximately \$1,220,000 consisting of write-offs of uncollectible accounts and notes receivable. The Company sold a total of 48 reacquired locations for approximately \$821,000.

**Notes to Financial Statements** 

#### 4. NOTES RECEIVABLE

Notes receivable consist of the following at July 31, 2005:

Installment notes receivable, from franchisees, due in aggregate monthly installments of approximately \$34,000, including interest ranging from 6% to 12%, through various dates through 2015. \$ 1,355,358 Unsecured notes receivable from related parties, due upon demand with no accruing interest. See Note 10. 357,337 1,712,695 Less allowance for doubtful accounts (507,091) 1,205,604 Less current portion (497, 342)

Certain installment notes receivable have payment terms calling for interest-only payments during the first year, with payments fully amortizing the principal balance generally due from the second through fifteenth years. The majority of these notes are collateralized by the franchise operation purchased by the franchisee.

708,262

## 5. PROPERTY AND EQUIPMENT

Property and equipment consist of the following at July 31, 2005:

Land	\$	2,066,603
Buildings		3,258,160
Leasehold improvements		2,003,253
Equipment		7,426,339
		14,754,355
Less accumulated depreciation and amortization		(10,199,923)
	\$	4,554,432
	·	

**Notes to Financial Statements** 

## 5. PROPERTY AND EQUIPMENT (CONTINUED)

Included in property and equipment at July 31, 2005 are assets capitalized under the terms of capital leases with costs of \$935,064 and accumulated depreciation of \$813,154.

## 6. OTHER ASSETS

Other assets consist of the following at July 31, 2005:

Security and other deposits  Deferred loan costs		٠	\$  311,642 12,814
	٠		\$ 324,456

## 7. INCOME TAXES

The provision for income taxes consists of the following:

Federal	\$ 74	9,676
State	<u></u>	6,616
Oldic	80	6,292
Benefit of net operating loss carry forwards	(77	3,000)
, «		
Income tax expense	\$ 3	3,292

Temporary differences which give rise to deferred taxes consist primarily of differences in bases of property, depreciation, capitalized leases, accrued liabilities, net operating losses, and the allowance for doubtful accounts. A valuation allowance has been provided to fully reserve deferred tax assets in excess of deferred tax liabilities.

The Company utilized approximately \$2,146,000 of federal net operating loss carryforwards to offset 2005 taxable income. At July 31, 2005, the Company had federal net operating loss carryforwards of approximately \$14,012,000, expiring through 2022. In addition, the Company had net operating loss carryforwards for California and certain other states of approximately \$8,212,000 expiring generally through 2007 (the use of these operating losses is limited to each respective states allocated taxable income).

Notes to Financial Statements

## 7. INCOME TAXES (CONTINUED)

-Under the provisions of Financial Accounting Standards No. 109, the Company has made a valuation adjustment of \$6,116,000 as of July 31, 2005 to its deferred income tax assets.

Deferred income taxes approximate the following:

			e*	
Assets:			΄ Φ	394,000
Allowance for bad debts	•	.,	Ψ	· •
Net operating loss carryforwards	,			5,914,000
Nondeductible liabilities				480,000
Subtotal				6,788,000
* =	· ,			(6,116,000)
Valuation allowance				
₹.		• •		
Total assets			<u>\$</u>	672,000
I Otal assets	· · · · · · · · · · · · · · · · · · ·	**		
Liabilities:			Ф =	660,000
Depreciation	₹ `	-	\$ "	660,000
Capitalized lease depreciation			·	12,000
Capitanzoa loado depresidado				
		•	\$	672,000
Total liabilities			*	

## 8. MORTGAGES PAYABLE AND LONG-TERM DEBT

Mortgages payable and long-term debt consist of the following at July 31, 2005:

Mortgages payable, collateralized by first trust deeds on property, due in aggregate monthly payments of approximately \$38,000, including interest ranging from 6% to 8.75%, through various dates to 2011

\$ 1,137,687

Notes to Financial Statements

## 8. MORTGAGES PAYABLE AND LONG-TERM DEBT (CONTINUED)

Note payable, due in monthly payments of \$8,750 of interest only, at 6% through January of 2006, at which time monthly payments of interest only increase to \$12,500 through December of 2007. Additional interest payments of \$80,000 and \$60,000 are due through December of 2005. Commencing in January of 2008, twelve equal payments of \$215,188 are due, to fully amortize the loan through December of 2008.	\$ - 2,500,000
Note payable, due in monthly payments of \$5,851 of interest only, at 7% through November of 2005, at which time monthly payments of interest only increase to \$8,359 through December 2007. An additional interest payment of \$43,467 is due in December of 2005. Commencing in January of 2008, 12 equal payments of \$123,993 are due to fully amortize the loan through December of 2008.	1,455,570
Notes payable, due in aggregate monthly payments of approximately \$8,000 including interest at an average rate of 9.7%, through various dates to 2007	63,927
Unsecured demand notes payable to officers, stockholders and other related parties. See Note 10.  Less current portion	1,397,858 6,555,042 (1,533,867)

Maturities of mortgages payable and long-term debt approximate the following:

Year ending July 31:	
2006	\$ 1,533,867
2007	501,842
2008	2,458,879
2009	1,828,164
2010	166,327
Thereafter	65,963
	\$ 6,555,042

5,021,175

Notes to Financial Statements

## 9. <u>LEASES</u>

The Company is a party to numerous leases, as described below:

#### As lessee:

The Company conducts its operations on certain leased premises under agreements classified as operating leases and has entered into operating lease agreements on predominately all locations whereby the Company received the right to occupy or sublet the premises. The initial terms of these leases, including options, range from 5 to 30 years. Rental expense on these leases was approximately \$11,778,000 for the year ended July 31, 2005 (for both store and non-store locations). The Company accounts for rent expense on a straight-line basis over the term of the lease. These agreements generally contain clauses under which the basic monthly rental is adjusted periodically for the greater of cost of-living increases or an agreed-upon percentage. The Company is required to pay certain other expenses related to the premises, such as property taxes, which are generally passed through to the sublessees.

The Company also conducts its operations on certain leased premises which have resulted from sale/leaseback transactions. These leases and their related subleases are classified as either capital or operating, based on the terms of the agreements. The terms of the master leases, including options, range from 10 to 30 years.

The Company also leases certain equipment under noncancelable operating leases. The leases expire at various dates through fiscal 2006.

#### As lessor:

The Company owns or leases numerous locations which are leased or subleased to franchisees. Substantially all of the subleases are classified as operating leases. The terms of these leases and subleases, including options, range from 5 to 30 years. Rental income applicable to the real estate operating leases was approximately \$12,986,000 for the year ended July 31, 2005.

**Notes to Financial Statements** 

## 9. LEASES (CONTINUED)

## Capital leases:

The Company has also entered into 20-year capital lease arrangements for certain equipment. These arrangements have been classified as sales-type leases and are payable in total monthly installments of \$10,200 with interest rates ranging from 11% to 15.63%.

Future minimum commitments due by the Company under capital leasing arrangements as lessee are as follows:

Year ending July 31:			•
2006	•	\$	92,970
2007			92,970
2008	_		92,970
2009	-		59,247
Future minimum commitments Less interest		· ·	338,157 (66,006)
Present value of future minimum commitments Less current portion of capital lease obligations	·		272,151 (62,502)
	- 13. - 13.	<b>.</b>	209,649

Approximate future minimum commitments under operating leasing arrangements are as follows:

	As Lessee		As Less		sor			
	Real Estate Leases	Equipment Leases				Real Estate Leases		Equipment Leases
Year ending July 31:	,					•		
2006	\$ 11,207,000	\$	49,000	\$ 12,996,000	\$	22,000		
2007	10,259,000		10,000	12,555,000		22,000		
- 2008	9,000,000		6,000	11,424,000		- 13,000		
2009 -	7,255,000		5,000	9,922,000		13,000		
2010	5,493,000		1,000	8,236,000		8,000		
Thereafter	15,293,000		3,000	22,237,000		42,000		
	\$ 58,507,000	\$	74,000	\$ 77,370,000	<u>\$</u>	120,000		

Notes to Financial Statements

## 10. RELATED-PARTY TRANSACTIONS

#### Notes payable

At July 31, 2005, the Company has outstanding amounts due to related parties with interest rates ranging from zero to 12% as follows:

Demand notes payable	\$	1,397,858
Deferred compensation		1,044,602
Liabilities subject to compromise	_	487,113
	\$	2,929,573

Contractual interest expense in connection with these notes was approximately \$104,400 for the year ended July 31, 2005. However, these financial statements reflect no interest expense on these unsecured claims as interest does not accrue (per bankruptcy accounting rules) when the entity is insolvent.

Certain mortgages payable and long-term debt discussed in note 8 are guaranteed by certain officers and stockholders of the Company.

A certain stockholder received approximately \$78,000 during the year ended July 31, 2005 in connection with guaranteeing certain debt of the Company.

#### Accounts and notes receivable

As of July 31, 2005, the Company has a note receivable from a related party for \$357,337.

#### Rent

The Company rents its present office facility from partnerships in which certain officers and stockholders of the Company are partners. This lease expires in July of 2012 and is paid in monthly payments of \$17,900. During the first five months of fiscal year 2005, the company rented a warehouse from related parties. The rent approximated \$12,760 a month. This lease was cancelled as of December 31, 2004. Rent expense to related parties totaled \$279,000 for the year ended July 31, 2005.

Notes to Financial Statements

## 10. RELATED-PARTY TRANSACTIONS (CONTINUED)

The Company leases certain locations from Econo Lube N' Tune, LLC ("Econo, LLC"), an entity in which certain stockholders of the Company, and their relatives, are owners. These leases expire through 2019 and are payable in aggregate monthly payments of approximately \$56,000. Total rental expense paid to Econo, LLC was approximately \$669,000 for the year ended July 31, 2005.

## Special opportunity franchises

During the years ended July 31, 2002 and 2003, the Company sold certain service center locations to related parties as Special Opportunity Franchises. Based upon the terms of these agreements, the Company operated the stores and recorded the related profits and losses. In addition, the Company paid the related parties a concession fee of approximately \$1,000 per month per store. The related party then paid the Company approximately \$500 per month to pay down related notes payable connected to the purchase. The related parties paid \$10,000 per store as a deposit on inventory.

In addition, when a location was sold to the related parties, a franchise fee of \$49,500 was recorded as income, which decreased the related notes payable.

During the year ended July 31, 2005, the related parties sold all of these Special Opportunity Franchises.

## 11. COMMITMENTS AND CONTINGENCIES

## Bureau of Automotive Repair

In July of 1999, the Company entered into a Final Judgement representing a settlement by and between the Company and the State of California resulting from an action that was filed in July of 1998 by the California Department of Consumer Affairs Bureau of Automotive Repair. The aggregate restitution of \$900,000 has been fully paid as of July 31, 2005.

## ECONO LUBE N' TUNE, INC. Notes to Financial Statements

## 11. COMMITMENTS AND CONTINGENCIES (CONTINUED)

### Plan of reorganization.

The Plan of Reorganization approved by the Court provides for quarterly minimum payments to the unsecured creditors with an aggregate total of \$5,000,000 and the Company is obligated to make minimum payments as defined in the Plan.

## Legal issues

The Company is a party to certain legal actions arising in the ordinary course of its business as well as certain actions resulting from the bankruptcy. In the opinion of management, the ultimate outcome of these matters will not have a materially adverse effect on the financial position or results of operations of the Company. Also, see Note 1 for a discussion of the Company's basis of presentation of the accompanying financial statements.

#### Lease cancellation

A related party (Econo Lube 'N Tune Realty, LLC - the lessor) waived the collection of rents due it by the Company (the lessee) for 11 real property leases and 4 equipment leases in the aggregate amount of \$1,021,177 through July 31, 2002, of which \$680,784 relates to the Company's fiscal year ended July 31, 2002. The lessor did file a claim for such rents, however, it was questionable whether it was filed timely. As of July 31, 2003, the bankruptcy court did not allow a claim to be filed and, as such, the Company and the lessor have reached a settlement agreement with the lender for approximately \$3,267,000. Based upon the terms of the agreement, if the Company pays \$2,500,000, then the aggregate amount will be deemed paid in full. If, however, the Company does not comply with the agreement, then the full \$3,267,000 becomes due and payable under the terms of the agreement. As of July 31, 2004, the Company recorded a note payable of \$2,500,000 relating to this settlement and is making payments in accordance with the agreement.

Notes to Financial Statements

#### 12. EMPLOYEE STOCK OWNERSHIP PLAN

Annual contributions to the Company's ESOP are determined by the officers, but may not exceed 15% of the total compensation of all participants. The Company did not make any contributions in the current year.

Pursuant to the terms of the ESOP, the Company may repurchase stock from terminated employees. During the year ended July 31, 2005, the Company did not repurchase any shares.

### 13. ADVERTISING COSTS

The Company provides direct response advertising. These costs are expensed the first time the advertising takes place. For the year ended July 31, 2005, the Company incurred approximately \$465,000 in net advertising costs. As of July 31, 2005, the Company has capitalized advertising costs of approximately \$61,000 relating to fiscal year ending July 31, 2005.

## 14. SUBSEQUENT EVENTS

The Company is in negotiations with a third party in connection with the possible sale of 100% of the outstanding common stock of the Company.

In September of 2005, the Company paid \$190,000 in connection with the negotiated settlement of a certain claim.



## Haynie & Company

(a professional corporation)

Certified Public Accountants and Management Consultants

4910 Campus Drive Newport Beach, California 92660-2119 (949) 724-1880 FAX (949) 724-1889

## INDEPENDENT AUDITORS' REPORT ON ADDITIONAL INFORMATION

The Stockholders

Econo Lube N' Tune, Inc.

Newport Beach, California

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The additional information on page 27 is presented for purposes of additional analysis and is not a required part of the basic financial statements. This additional information is the responsibility of Econo Lube N' Tune, Inc.'s management. Such information has been subjected to the procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, when considered in relation to the basic financial statements taken as a whole. The basic financial statements have been prepared assuming the Company will continue as a going concern; our report on page 3 includes an explanatory paragraph which indicates that there are matters that raise substantial doubt about its ability to continue as a going concern, even though the Company is in compliance with all requirements of the bankruptcy court.

October 26, 2005 Newport Beach, California



HAJUSIEZ COMPONY

Supporting Schedules
For the Year Ended July 31, 2005

## Schedule of cost of sales:

Cost of goods sold Customer refunds Waste removal Payroll Overhead allocation		\$	2,146,813 178,778 4,717 2,030,629 1,234,013
		\$	5,594,950
Schedule of selling, general and administrative expenses:			# 2
Depreciation and amortization			405,517
Salaries			2,338,798
Advertising			602,629
Office expense			186,178
Insurance			458,579
Repairs and maintenance		•	314,923
Utilities			351,296
Supplies			128,042
Travel			268,478
Taxes and licenses			184,671
Legal and professional			442,850
Payroll taxes and other			546,341
Commitment and loan fees			78,000
Credit card discounts			99,067
Laundry and uniform			52,044
Returned checks			43,061
Cash over/short	•		121,951
Bank service charges			32,836
Loan amortization expense			10,658
Freight			134,534
Miscellaneous			19,271
Subtotal		:	6,819,724
Allocation to cost of sales			(1,234,013)
		<u>\$</u>	5,585,711

See auditor's report on additinal information.

Financial Statements and Independent Auditors' Report

July 31, 2004

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(a professional corporation)

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#### INDEPENDENT AUDITORS' REPORT

The Stockholders

Econo Lube N' Tune, Inc.

Newport Beach, California

We have audited the accompanying balance sheet of **Econo Lube N' Tune**, **Inc**. as of July 31, 2004 and the related statements of income, stockholders' deficit and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Econo Lube N' Tune, Inc. at July 31, 2004, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. Although the Company is in compliance with all requirements of the bankruptcy court, and is current with payments, the negative working capital and stockholders' deficit raise substantial doubt about the ability of the Company to continue as a going concern (as discussed in Note 1). The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

October 20, 2004 Newport Beach, California Haynie + Congan



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ECONO LUBE N' TUNE, INC.

Balance Sheet

July 31, 2004

## **ASSETS**

Current assets:		- ·'
Cash and cash equivalents	· <b>\$</b>	310,518
Accounts receivable, net of allowance for	•	,
doubtful accounts of \$397,977		1,158,953
Current portion of notes receivable, net	,	.,,,,,,,,,
of allowance for doubtful accounts of \$71,442		601.994
Inventories	,	193,406
Prepaid advertising		299,640
Prepaid expenses and other current assets	. · <u>· · · · · · · · · · · · · · · · · ·</u>	243,140
Total current assets		2,807,651
Notes receivable, net of current portion, and net of		
allowance of doubtful accounts of \$238,402		1,006,952
Deferred rent receivable		1,205,463
Property and equipment, net of accumulated		. !
depreciation and amortization		5,109,212
Other assets	· ——	742,602
Total assets	\$ 1	0,871,880

ECONO LUBE N' TUNE, INC.
Balance Sheet (continued)
July 31, 2004

## LIABILITIES AND STOCKHOLDERS' DEFICIT

Current liabilities:	J.
Accounts payable and accrued expenses	\$ 1,468,449
Advance rental payments	1,094,650
Income taxes payable	100,000
Current portion of liabilities subject to compromise	960,000
Current portion of mortgages payable and long-term debt	2,332,931
Current portion of capital leases	65,407
Total current liabilities	6,021,437
Deposits payable	1,282,218
Deferred compensation	757,184
Mortgages payable and long-term debt, net of current portion	5,266,271
Capital leases, net of current portion	432,941
Deferred gain on sale/leasebacks	53,751
Total long-term liabilities not subject to compromise,	7,792,365
Liabilities subject to compromise, net of current portion	6,781,547
Total liabilities	20,595,349
Stockholders' deficit:	
Common stock, no par value:	
Authorized shares - 1,000,000	
Issued and outstanding shares - 244,037	2,618,553
Accumulated deficit	(12,342,022)
Total stockholders' deficit	(9,723,469)
Total liabilities and stockholders' deficit	\$ 10,871,880

See notes to financial statements.

ECONO LUBE N' TUNE, INC.
Statement of Income
For the Year Ended July 31, 2004

Revenues:		
Sales		\$ 5,959,642
Rental income		12,812,021
Royalty income	•	4,395,691
Training, transfer and other fees		421,750
Revenues from reacquired franchises	,	667,757
Interest income		193,347
Advertising income		375,071
Service fees	.5	175,016
Gain on sale of assets		229,554
Other income		136,388
Total revenues		25,366,237
		. ,
Costs and expenses:	•	
Cost of sales	A Property of the Control of the Con	4,481,182
Costs associated with reacquired franchises	<i>i</i>	328,071
Selling, general and administrative	•	17,639,116
Interest expense		666,325
Total costs and expenses	•	23,114,694
Income before income tax expense		2,251,543
Income tax expense		(100,000)
Net income		\$ 2,151,543

# ECONO LUBE N' TUNE, INC. Statement of Stockholders' Deficit For the Year Ended July 31, 2004

	Commo	n stock	Accumulated	· · · · · · · · · · · · · · · · · · ·
	Shares	Amount	Deficit *	Total
Balances, July 31, 2003,	244,037	\$ 2,618,553	\$ (14,493,565)	\$ (11,875,012)
Net income	***	<u> </u>	2,151,543	2,151,543
Balances, July 31, 2004	244,037	\$ 2,618,553	\$ (12,342,022)	\$ (9,723,469)

ECONO LUBE N' TUNE, INC.
Statement of Cash Flows.
For the Year Ended July 31, 2004

Cash flows from operating activities:  Net income Items not requiring cash:		\$	2,151,543
Depreciation and amortization  Decrease in provision for doubtful accounts  Amortization of deferred gain on sale/leasebacks		•	767,533 (721,184)
Gain on sale of property and equipment	· · · · · · · · · · · · · · · · · · ·	·	(50,111) (229,554)
Subtotal			1,918,227
Decrease (increase) in:	74 8 2 - 44		
Accounts receivable			(140,443)
Inventories			29,990
Prepaids and other current assets	, .		(25,948)
Prepaid advertising			(299,640)
Deferred rents			(199,973)
Other assets			113,733
Increase (decrease) in:	•		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Accounts payable and accrued expenses			(273,617)
Security deposits payable			10,376
Advance rental payments			24,996
Income taxes payable	•		100,000
Advertising payable	•		(119,209)
Deferred compensation	•		303,666
Total from operating activities	•		1,442,158
Cash flows from investing activities:	•	, ,	•
Acquisition of property and equipment			(209.625)
Proceeds from sale of property and equipment			(308,635)
Notes receivable			743,361
			830,354
Total from investing activities			1,265,080
		-	.,200,000

See notes to financial statements.

# ECONO LUBE N' TUNE, INC. Statement of Cash Flows For the Year Ended July 31, 2004

Cash flows from financing activities:

Income taxes

Professional fees paid for services rendered in connection with the Chapter 11 proceedings

Decrease in in mortgages payable and long-term debt	\$	(1,910,001)
Principal payments on capital leases	:	(93,571)
Decrease in liabilities subject to compromise	-	(869,507)
	,	4
Total from financing activities	~;—	(2,873,079)
	<i>;</i>	) 405.04%
Net increase in cash and cash equivalents		(165,841)
Cash, beginning of year	<del></del>	476,359
Cash, end of year	\$	310,518
and the state of t		
Supplemental disclosure of cash flow information:		
Cash paid during the years for:	•	
Interest expense	\$	666,325

185,475

# 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Organization and nature of business

Econo Lube N' Tune, Inc. (the Company) is engaged in the business of operating specialty automotive service centers, selling franchises, and distributing products and leasing equipment to franchised service centers. As of July 31, 2004, the Company had 198 stores in operation: 15 Company-operated and 182 franchises and one independently operated. During the year, the Company opened one store, reopened two stores, closed two stores, repurchased 39 stores owned by franchisees, resold 43 franchises and sold one tenant store.

### Basis of presentation

The accompanying financial statements have been prepared in conformity with principles of accounting applicable to a going concern, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. As shown in the accompanying financial statements, the Company had a working capital deficiency of \$3,265,337, and a stockholders' deficit of \$9,723,469. The financial statements do not include any adjustments that might be necessary should the Company be unable to continue as a going concern.

As a result of the Company's decision to file for protection under Chapter 11 of the United States Bankruptcy Code on November 8, 1999, and due to circumstances relating to this event, realization of assets and satisfaction of liabilities are subject to uncertainty. The Company's ability to continue as a going concern is contingent upon, among other things, its ability to achieve satisfactory levels of profitability and cash flow from operations, to obtain adequate financing to meet future obligations, and to continue its compliance with the debt service requirements provided for in the Chapter 11 Plan of Reorganization.

# Cash equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. The Company, from time to time, maintains cash balances that exceed the federal deposit insurance coverage limits. The Company performs periodic reviews of the relative credit rating of its banks to lower its risk.

Notes to Financial Statements

# 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### <u>Inventories</u>

Inventories consist of automotive products such as oil, oil and air filters, spark plugs, and brake parts. Inventories are stated at the lower of cost or market. Cost is determined by the first-in first-out method.

### Property and equipment

Property and equipment are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives, which range from 5 to 32 years, on a straight-line basis. Leasehold improvements are amortized over the lives of the respective leases or the service lives of the improvements, whichever is shorter.

## Sales revenue

Sales revenue is recognized at the time services are performed.

### Franchise fee revenue

The Company typically has fulfilled its obligations under the franchise sales agreement prior to the opening of the franchised store. Revenue associated with the sale of a franchise is recognized upon substantial performance by the Company of all material conditions relating to the fees.

# Franchise agreements

The Company grants the right to operate stores under the Econo Lube N' Tune name to certain individuals and companies through franchise agreements. Under the terms of the agreements, licensees remit a weekly operating service fee, royalties of approximately 5% of the licensee's weekly sales, and a marketing fee of up to 6% of sales, less certain excluded items, as defined. The Company also provides assistance based upon the terms of the related franchise agreement.

Notes to Financial Statements

# 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### <u>Deferred income amortization</u>

Gains on sale/leasebacks of real property are amortized to income using the effective interest method. Amounts are amortized over the lives of the respective leases, which generally range from 10 to 20 years.

### Deferred loan costs

Deferred loan costs result from certain fees paid in conjunction with obtaining long-term debt or mortgages. These costs are being amortized over the lives of the associated loans.

#### Income taxes

The Company provides for income taxes in accordance with Statement of Financial Accounting Standards (SFAS) No. 109, Accounting for Income Taxes. SFAS No. 109 is an asset and liability approach that requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been recognized in the Company's financial statements or tax returns. Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized.

#### Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

#### Long-lived assets

The Company accounts for the impairment and disposition of long-lived assets in accordance with SFAS No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of. In accordance with SFAS No. 121, long-lived assets are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable.

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### Comprehensive income

In 1997, the Financial Accounting Standards Board (FASB) issued SFAS No. 130, Reporting Comprehensive Income, which established standards for the reporting and displaying of comprehensive income and its components. For the year ended July 31, 2004, there was no material difference between the Company's net income and comprehensive income.

# 2 PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION

On November 8, 1999, the Company (the Debtor) filed petitions for relief under Chapter 11 of the federal bankruptcy laws in the United States Bankruptcy Court for the Central District of California. Under Chapter 11, certain claims against the Debtor in existence prior to the filing of the petitions for relief under the federal bankruptcy laws are stayed while the Debtor continues business operations as Debtor-in-Possession. These claims are reflected in the July 31, 2004, balance sheet as "liabilities subject to compromise." Additional claims (liabilities subject to compromise) may arise subsequent to the filing dates resulting from rejection of executory contracts, including leases, and from the determination by the court (or agreed to by parties in interest) of allowed claims for contingencies and other disputed amounts. Claims secured against the Debtor's assets ("secured claims") also are stayed, although the holders of such claims have the right to move the court for relief from the stay. Secured claims are secured primarily by liens of the Debtor's property, plant, and equipment.

The Debtor received approval from the Bankruptcy Court to pay or otherwise honor certain of its prepetition obligations, including employee wages.

The Company (as Debtor-in-Possession) submitted the Debtor's Third Amended Chapter 11 Plan of Reorganization (the Plan) to the Court and its creditors. The Plan was confirmed on January 3, 2001 with an effective date of April 3, 2001. The Plan provides the following:

# 2 PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

### Property tax claims secured by real estate

Property taxes of approximately \$2,400 as of July 31, 2004, are payable in quarterly installments which commenced on January 15, 2001, and continue through October 15, 2004, with interest at 7.0% per annum.

# Debt secured by personal property

The debt of approximately \$1,012,800 as of July 31, 2004 secured by personal property owned by the Company will be paid in monthly installments of approximately \$88,000, which commenced on January 15, 2001 and continue through December 15, 2005, with interest at prime plus 2.75%. A balloon payment of approximately \$930,000 is due in December of 2004. However, the Company can extend the term and this balloon payment by either six or twelve months provided an additional principal payment of \$100,000 or \$250,000, respectively, is made prior to December of 2004. The minimum monthly payment will be reduced subsequent to any balloon payment.

#### Priority unsecured claims

Terminated employees who earned benefits will be paid in full.

#### Unsecured tax claims entitled to priority

Sales taxes total approximately \$4,700 as of July 31, 2004. The amounts due are payable in quarterly installments which commenced on January 15, 2001, and continue through October 15, 2004, with interest at 7.5% per annum.

### Unsecured claims

The holders of approximately \$7,741,500 as of July 31, 2004 of trade and other miscellaneous claims will be paid in quarterly installments as follows: 24 quarterly minimum payments, which commenced on July 15, 2001 and continue through April 15, 2007, and 24 quarterly excess cash payments, which commenced on July 15, 2001 and continue through April 15, 2007. This combination of payments is intended to insure that the unsecured creditors will receive a minimum payment of not less than 38% of their allowed claims, and the opportunity to receive 100% of their claims.

# 2 PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

# Early payoff rights

If the unsecured creditors receive payments from the Debtor (whether from quarterly minimum payments or quarterly excess cash payments) equal to 65% of the allowed unsecured claims total, but in no event less than \$5,000,000, on or before May 15, 2005, such claims shall be deemed paid in full under the Plan. If the claimants receive payments from the Debtor (in any combination) equal to 70% of the allowed unsecured claims total, on or before May 15, 2006, such claims shall be deemed paid in full under the Plan. The 65% payoff right is absolute, and does not require any written consent, whereas the 70% level indicated above does.

As of July 31, 2004, liabilities subject to compromise consist of unsecured claims totaling approximately \$7,741,500.

Based upon the court approved repayment plan, the Company is obligated to make aggregate minimum payments to unsecured creditors of \$5,000,000, payable in quarterly installments beginning in July of 2001 through April of 2007 ranging from \$100,000 to \$280,000. Any amounts which are still in dispute with the claimants at the time the payments are due are paid to a separate trust account held by the Company until such time the amounts are settled. The balance is paid to claimants on a pro-rata basis.

The remaining future minimum commitments under the repayment plan approximate the following:

Year ending July 31:

2005 ✓ 2006 2007 \$ 960,000 960,000 760,000

\$ 2,680,000

In connection with the filing for bankruptcy, the Company is required to make quarterly payments of \$10,000 to the Department of Justice through April of 2007 or until such time as the Company is dismissed under the Plan of Reorganization.

# 3 ACQUISITION OF FRANCHISE LOCATIONS

In the normal course of business, the Company may reacquire certain franchise locations. For the year ended July 31, 2004, the Company reacquired 39 franchised locations incurring costs of approximately \$328,000 consisting of write-offs of uncollectible accounts and notes receivable. The Company sold a total of 43 reacquired locations for approximately \$668,000.

# 4 NOTES RECEIVABLE

Less current portion

Notes receivable consist of the following at July 31, 2004:

due in aggregate monthly installments of approximately \$60,000, including interest ranging from 6% to 12%, through various dates through 2016	\$ 1,306,980
Unsecured notes receivable from related parties, due upon demand or in aggregate monthly installments of approximately \$3,100, including interest ranging from	
6% to10%. See Note 10,	611,810
Logo ellowones for doubtful account.	1,918,790
Less allowance for doubtful accounts	(309,844)
	1,608,946

(601,994)

1,006,952

Certain installment notes receivable have payment terms calling for interest-only payments during the first year, with payments fully amortizing the principal balance generally due from the second through fifteenth years. The majority of these notes are collateralized by the franchise operation purchased by the franchisee.

# 5 PROPERTY AND EQUIPMENT

Property and equipment consist of the following at July 31, 2004:

,	Land Buildings Leasehold improvements Equipment	\$ 2,233,808 3,516,768 2,067,967 8,851,790
		16,670,333
	Less accumulated depreciation and amortization	(11,561,121)
		\$ 5,109,212
6	OTHER ASSETS	
٠	Other assets consist of the following at July 31, 2004:	
-	Security and other deposits Deferred loan costs	\$ 719,130 23,472
·.'		\$ 742,602
7	INCOME TAXES	•
	The provision for income taxes consists of the following:	
*	Federal State	\$ 364,000 61,000
		425,000
	Benefit of net operating loss carry forwards	(325,000)
	Income tax expense	\$ 100,000

# 7 INCOME TAXES (CONTINUED)

Temporary differences which give rise to deferred taxes consist primarily of differences in bases of property, depreciation, capitalized leases, accrued liabilities, net operating losses, and the allowance for doubtful accounts. A valuation allowance has been provided to fully reserve deferred tax assets in excess of deferred tax liabilities.

The Company utilized approximately \$1,784,000 of federal net operating loss carryforwards to offset 2004 taxable income. At July 31, 2004, the Company had federal net operating loss carryforwards of approximately \$13,071,000, expiring through 2021. In addition, the Company had net operating loss carryforwards for California and certain other states of approximately \$9,052,000 expiring generally through 2006.

Under the provisions of Financial Accounting Standards No. 109, the Company has made a valuation adjustment of \$6,739,000 as of July 31, 2004 to its deferred income tax assets.

Deferred income taxes approximate the following:

Assets:	
Allowance for bad debts	\$ 296,000
Net operating loss carryforwards	5,410,000
Nondeductible liabilities	<u>1,503,000</u>
Subtotal	7,209,000
Valuation allowance	(6,739,000)
Total assets	\$ 470,000
Liabilities:	
Depreciation	\$ 433,000
Capitalized lease depreciation	37,000
Total liabilities	\$ 470,000

Notes to Financial Statements

# 8 MORTGAGES PAYABLE AND LONG-TERM DEBT

Mortgages payable and long-term debt consist of the following at July 31, 2004

Mortgages payable, collateralized by trust deeds on property, due in aggregate monthly payments of approximately \$41,000, including interest from 6% to 11.5%, through various dates to 2011

\$ 1,563,737

Note payable, due in monthly payments of \$8,750 of interest only, at 6% through January of 2006, at which time monthly payments of interest only increase to \$12,500 through December of 2007. Additional interest payments of \$80,000 and \$60,000 are due through December of 2005. Commencing in January of 2008, twelve equal payments of \$215,188 are due, to fully amorize the loan through December of 2008.

2,570,000

Note payable, due in monthly payments of \$5,851 of interest only, at 7% through November of 2005, at which time monthly payments of interest only increase to \$8,359 through December 2007. Additional interest payments of \$58,514 and \$43,467 are due in September of 2004 and December of 2005 respectively. Commencing in January of 2008, twelve equal payments of \$123,993 are due, to fully amortize the loan through December of 2008.

1,478,139

Note payable to a bank, due in monthly installments of \$83,441, including interest at the bank's prime rate, plus 2.75%, commencing in January of 2001 through December of 2004, subject to certain extensions provided additional principal payments are made, based on the terms of the note.

938,826

Notes payable, due in aggregate monthly payments of approximately \$38,500 including interest at an average rate of 8.79%, through various dates to 2006

406,397

Unsecured demand notes payable to officers, stockholders and other related parties. See Note 10.

642,103 7,599,202

Less current portion

(2,332,931)

\$ 5,266,271

Notes to Financial Statements

### 8 MORTGAGES PAYABLE AND LONG-TERM DEBT (CONTINUED)

Maturities of mortgages payable and long-term debt approximate the following:

Year	ending	July	31	:

2005		*			\$ 2,332,931
2006					439,702
2007	1				350,600
2008			:		2,411,715
2009					1,828,163
Thereafter				 · · · · <u>·</u>	236,091
	**	-			٠,

\$ 7,599,202

# 9 LEASES

The Company is a party to numerous leases, as described below:

#### As lessee:

The Company conducts its operations on certain leased premises under agreements classified as operating leases and has entered into operating lease agreements on several locations whereby the Company received the right to occupy or sublet the premises. The initial terms of these leases, including options, range from 10 to 30 years. Rental expense on these leases was approximately \$11,482,000 for the year ended July 31, 2004. The Company accounts for rent expense on a straight-line basis over the term of the lease. These agreements generally contain clauses under which the basic monthly rental is adjusted periodically for the greater of cost-of-living increases or an agreed -upon percentage. The Company is required to pay certain other expenses related to the premises, such as property taxes, which are generally passed through to the sublessees.

The Company also conducts its operations on certain leased premises which have resulted from sale/leaseback transactions. These leases and their related subleases are classified as either capital or operating, based on the terms of the agreements. The terms of the master leases, including options, range from 10 to 30 years.

### 9 LEASES (CONTINUED)

The Company also leases certain equipment under noncancelable operating leases. The leases expire at various dates through fiscal 2006.

Included in property and equipment at July 31, 2004 is capitalized leased property, as follows:

	and equipment mulated depre			. <del>-</del>	,	•	<b>\$</b>	935,064 (778,364)
-	2.5	÷	: .	:			\$	156,700

#### As lessor:

The Company owns or leases numerous locations which are leased or subleased to franchisees (including 5 locations leased to related parties). Substantially all of the subleases are classified as operating leases. The terms of these leases and subleases, including options, range from 10 to 30 years. Rental income applicable to the real estate operating leases was approximately \$12,775,000 for the year ended July 31, 2004.

The Company has also entered into capital lease arrangements with franchisees for certain equipment. These arrangements have been classified as sales-type leases. The typical lease period is approximately five years.

Future minimum commitments due by the Company under capital leasing arrangements as lessee are as follows:

Year ending July 31:	
2005	\$ 111,508
2006 ,	105,557
2007	105,557
2008	105,557
2009	71,835
Thereafter	206,854
Future minimum commitments	 706,868
Less interest	(208,520)
Present value of future minimum commitments	498,348
Less current portion of capital lease obligations	(65,407)
	\$ 432,941

# 9 LEASES (CONTINUED)

Approximate future minimum commitments under operating leasing arrangements are as follows:

	As Le	ssee	As Lessor		
	Real Estate Leases	Equipment Leases	Real Estate Leases	Equipment Leases	
Year ending July 31:					
2005	\$ 11,054,300	\$ 86,700	\$ 12,603,900	\$ 26,200	
2006	9,868,700	63,900	11,470,000	21,700	
2007	8,808,700	21,100	10,781,900	20,800	
2008	7,487,800	6,000	9,411,700	13,200	
2009	5,801,800	4,800	7,810,100	7,800	
Thereafter	18,942,600	4,500	22,359,700	49,400	
				T	
	\$ 61,963,900	\$ 187,000	\$ 74,437,300	\$ 139,100	

# 10 RELATED-PARTY TRANSACTIONS

### Notes payable

At July 31, 2004, the Company has outstanding notes payable aggregating \$1,199,242 to various stockholders, officers and related parties, of which, \$557,139 is included in liabilities subject to compromise. These notes bear interest at rates ranging from prime plus 2.75% to 14% and are due on demand. Contractual interest expense in connection with these notes was approximately \$143,665 the year ending July 31, 2004. However, these financial statements reflect no interest expense on these unsecured claims as interest does not accrue (per bankruptcy accounting rules) when the entity is insolvent.

Certain mortgages payable and long-term debt discussed in note 8 are guaranteed by certain officers and stockholders of the Company.

A certain stockholder received approximately \$78,000 during the year ended July 31, 2004 in connection with guaranteeing certain debt of the Company.

# 10 RELATED-PARTY TRANSACTIONS (CONTINUED)

# Accounts and notes receivable

As of July 31, 2004, the Company has accounts receivable from various related parties and stockholders of approximately \$14,921. In addition, the Company has notes receivable from various related parties aggregating approximately \$611,810 as of July 31, 2004.

#### Rent-

The Company rents its present office facilities and a warehouse from partnerships in which certain officers and stockholders of the Company are partners. These leases expire in July of 2012 and January of 2007, respectively, and are due in aggregate monthly payments of \$31,000. Total rental expense paid to the related-party partnerships was approximately \$ 368,400 for the year ended July 31, 2004.

The Company leases certain locations from Econo Lube N' Tune, LLC (Econo, LLC), an entity in which certain stockholders of the Company, and their relatives, are owners. These leases expire through 2019 and are payable in aggregate monthly payments of approximately \$57,000. Total rental expense paid to Econo, LLC was approximately \$684,000 for the year ended July 31, 2004.

### Special opportunity franchises

During the year ended July 31, 2002, the Company sold eight service center locations to related parties as Special Opportunity Franchises. During the year ended July 31, 2003, these related parties purchased an additional 11 locations and exchanged 9 locations. During the year ended July 31, 2004, these related parties sold 8 locations. As such, as of July 31, 2004, the related parties owned a total of 2 locations as Special Opportunity Franchises. Based upon the terms of the agreement, the Company operates the stores and records the related profits and losses. In addition, the Company pays the related parties a concession fee of approximately \$1,000 per month per store. The related party then pays the Company approximately \$500 per month to pay down the related notes in connection with the purchase. The related parties paid \$10,000 per store as a deposit on inventory and, as such, \$30,000 is payable as of July 31, 2004 and is included in deposits payable.

In addition, when a location is sold to the related parties, a franchise fee of \$49,500 is recorded as income and decreases the related note payable. When a location is exchanged, franchise fee revenue is reduced and the related note payable is increased.

# 11 COMMITMENTS AND CONTINGENCIES

### Bureau of Automotive Repair

On July 22, 1999, the Company entered into a Final Judgement representing a settlement by and between the Company and the State of California resulting from an action that was filed on July 13, 1998 by the California Department of Consumer Affairs - Bureau of Automotive Repair accusing the Company of various violations including, but not limited to: overselling and overcharging for services, false and misleading advertising, departure from accepted trade standards, and recommending services that were not required.

Pursuant to the terms of the Final Judgement, the automotive repair dealer licenses for each of the 18 California corporate stores were revoked. All of these stores have been franchised and are currently operating. Additionally, the Company was required to make payments for restitution, reimbursement of investigative costs, and penalties totaling approximately \$900,000 payable under the terms of two notes for \$250,000 and \$650,000. The \$250,000 note is non-interest bearing and payable in monthly installments of \$5,000, which commenced on October 15, 1999, and was repaid in full during the year ended July 31, 2004. The \$650,000 note bears interest at 5% and is payable in monthly installments of \$5,000, which commenced on October 15, 1999, and continue through November 15, 2005. As of July 31, 2004, the remaining balance on this note was \$167,683.

No action was taken against the Company's franchisees.

# Plan of reorganization

The Plan of Reorganization approved by the Court provides for quarterly minimum payments to the unsecured creditors with an aggregate total of \$5,000,000 and the Company is obligated to make minimum payments as defined in the Plan.

# 11 COMMITMENTS AND CONTINGENCIES (CONTINUED)

### Legal issues

The Company is a party to certain legal actions arising in the ordinary course of its business as well as certain actions resulting from the bankruptcy. In the opinion of management, the ultimate outcome of these matters will not have a materially adverse effect on the financial position or results of operations of the Company. Also, see Note 1 for a discussion of the Company's basis of presentation of the accompanying financial statements.

#### Lease cancellation

A related party (Econo Lube 'N Tune Realty, LLC - the lessor) waived the collection of rents due it by the Company (the lessee) for 11 real property leases and 4 equipment leases in the aggregate amount of \$1,021,177 through July 31, 2002, of which \$680,784 relates to the Company's fiscal year ended July 31, 2002. The lessor did file a claim for such rents, however, it was questionable whether it was filed timely. As of July 31, 2003, the bankruptcy court did not allow a claim to be filed and, as such, the Company and the lessor have reached a settlement agreement with the lender for approximately \$3,267,000. Based upon the terms of the agreement, if the Company pays \$2,500,000, then the aggregate amount will be deemed paid in full. If, however, the Company does not comply with the agreement, then the full \$3,267,000 becomes due and payable under the terms of the agreement. As of July 31, 2004, the Company has recorded a note payable of \$2,570,000 relating to this settlement.

# 12 EMPLOYEE STOCK OWNERSHIP PLAN

Annual contributions to the Company's ESOP are determined by the officers, but may not exceed 15% of the total compensation of all participants. The Company did not make any contributions in the current year.

Pursuant to the terms of the ESOP, the Company may repurchase stock from terminated employees. During the year ended July 31, 2004, the Company did not repurchase any shares.

### 13 ADVERTISING COSTS

The Company provides direct response advertising. These costs are expensed the first time the advertising takes place. For the year ended July 31, 2004 the Company incurred approximately \$443,000 in net advertising costs. As of July 31, 2004, the Company has capitalized advertising costs of approximately \$195,000 relating to fiscal year ending July 31, 2005.



(a professional corporation)

Certified Public Accountants and Management Consultants

4910 Campus Drive Newport Beach, California 92660-2119 (949)-724-1880 FAX (949) 724-1889

INDEPENDENT AUDITORS' REPORT ON ADDITIONAL INFORMATION

The Stockholders

Econo Lube N' Tune, Inc.

Newport Beach, California

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The additional information on page 28 is presented for purposes of additional analysis and is not a required part of the basic financial statements. This additional information is the responsibility of Econo Lube N' Tune, Inc.'s management. Such information has been subjected to the procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, when considered in relation to the basic financial statements taken as a whole. The basic financial statements have been prepared assuming the Company will continue as a going concern; our report on page 3 includes an explanatory paragraph which indicates that there are matters that raise substantial doubt about its ability to continue as a going concern, even though the Company is in compliance with all requirements of the bankruptcy court.

Harriet Company

October 20, 2004 Newport Beach, California



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ECONO LUBE N' TUNE, INC.
Supporting Schedules
For the Year Ended July 31, 2004

# Schedule of cost of sales:

	/	
Cost of goods sold	1,	\$ 1,559,01
Customer refunds		126,91
Waste removal		1,13
Payroll		1,737,96
Overhead allocation		1,056,159
		/
	٠	\$ 4,481,182
chedule of selling, general and administrative expenses:		•
Rent	.'	\$ 11,627,54
Depreciation and amortization		767,53
Salaries	. 2	2,331,56
Advertising	$\frac{x}{t} \frac{d}{t}$	583,73
Office expense	· · · · · · · · · · · · · · · · · · ·	224,30
Insurance		438,618
Repairs and maintenance		279,05
Utilities		302,970
Supplies		101,12
Travel		253,94
Taxes and licenses		212,18
Legal and professional		459,61
Payroll taxes and other		490,22
Commitment and loan fees		78,00
Credit card discounts		85,02
Laundry and uniform		44,67
Returned checks	•	32,16
Cash over/short		114,34
Bank service charges		40,37
Loan amortization expense	•	11,93
Freight		167,97
Miscellaneous		48,38
Subtotal		18,695,27
Allocation to cost of sales	1	(1,056,15
	: '	\$ 17,639,110
See auditor's report on additinal infor	mática .	Ψ 17,000,110

Financial Statements and Independent Auditors' Report

July 31, 2003

# ECONO LUBE N' TUNE, INC. July 31, 2003

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Certified Public Accountants and Management Consultants
4910 Campus Drive Newport Beach, California 92660-2119 (949) 724-1880 FAX (949) 724-1889

### INDEPENDENT AUDITORS' REPORT

The Stockholders
Econo Lube N' Tune, Inc.
Newport Beach, California

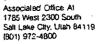
We have audited the accompanying balance sheet of Econo Lube N' Tune, Inc. as of July 31, 2003 and the related statements of operations, stockholders' deficit and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Econo Lube N' Tune, Inc. at July 31, 2003, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. Although the Company is in compliance with all requirements of the bankruptcy court, and is current with payments, the loss from operations, negative working capital and stockholders' deficit raise substantial doubt about the ability of the Company to continue as a going concern (as discussed in Note 1). The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

October 23, 2003 Newport Beach, California Hormse + Combond







ECONO LUBE N' TUNE, INC. Balance Sheet July 31, 2003

Current assets: Cash and cash equivalents Accounts receivable, net of allowance for		\$ 476,359
doubtful accounts of \$355,120  Current portion of notes receivable, net		1,061,367
of allowance for doubtful accounts of \$416,668		318,587
Inventories	•	223,396
Prepaid expenses and other current assets		217,192
Total current assets		2,296,901
Notes receivable, net of current portion, and net of		
allowance of doubtful accounts of \$418,815	•	1,356,672
Deferred rent receivable	•	1,005,490
Property and equipment, net of accumulated	· .	
depreciation and amortization		6,081,917
Other assets		856,335
Total assets		<u>\$ 11,597,315</u>

Balance Sheet (continued)
July 31, 2003

### LIABILITIES AND STOCKHOLDERS' DEFICIT

1 * 6 194*	•
Liabilities not subject to compromise:  Current liabilities:  Accounts payable and accrued expenses  Advance rental payments  Advertising payable  Current portion of liabilities subject to compromise  Current portion of mortgages payable and long-term debt  Current portion of capital leases	\$ 1,742,065 1,069,654 119,209 840,000 2,368,121 93,571
Total current liabilities	6,232,620
Deposits payable Deferred compensation Mortgages payable and long-term debt, net of current portion Capital leases, net of current portion Deferred gain on sale/leasebacks	1,271,842 453,518 7,141,082 498,348 103,862
Total liabilities not subject to compromise	9,468,652
Liabilities subject to compromise, net of current portion	7,771,054
Total liabilities	23,472,326
Stockholders' deficit: Common stock, no par value: Authorized shares - 1,000,000 Issued and outstanding shares - 244,037 Accumulated deficit	2,618,553 (14,493,564)
Total stockholders' deficit	(11,875,011)
Total liabilities and stockholders' deficit	<u>\$ 11,597,315</u>

# Statement of Operations For the Year Ended July 31, 2003

Revenues:	
Sales	\$ 7,525,913
Rental income	12,189,638
Royalty income	4,097,840
Training, transfer and other fees	350,400
Revenues from reacquired franchises	1,046,305
Interest income	327,637
Advertising income	336,203
Service fees	150,012
Gain on sale of assets	436,390
	00.400.000
Total revenues	<u>26,460,338</u>
Costs and expenses:	
Cost of sales	6,415,002
Costs associated with reacquired franchises	737,856
Selling, general and administrative	17,905,641
Interest expense (contractual interest is \$23,092)	638,457
Loss on closing of company stores	25,358
Other expense	<u> 151,066</u>
Total costs and expenses	25,873,380
Income before other expenses	
and income tax expense	586,958
and income tax expense	
Other expenses:	•
Lease cancellations	(3,412,378)
Reorganization	(798,829)
	(5.054.040)
Loss before income tax expense	(3,624,249)
Income tax expense	(800)
. Allah Isaa	\$ (3,625,049)
Net loss	<u> </u>

ECONO LUBE N' TUNE, INC.
Statement of Stockholders' Deficit For the Year Ended July 31, 2003

- -	Commo Shares	n stock Amount	Accumulated Deficit	Total
Balances, July 31, 2002, as restated	244,037	\$ 2,618,553	\$(10,868,515)	\$ (8,249,962)
Net loss		<u> </u>	(3,625,049)	(3,625,049)
Balances, July 31, 2003	244,037	<u>\$ 2,618,553</u>	<u>\$(14,493,564</u> )	<u>\$(11,875,011</u> )

Statement of Cash Flows For the Year Ended July 31, 2003

Cash flows from financing activities: Increase in mortgages payable and long-term debt Decrease in liabilities subject to compromise Payments on capital leases	\$ 3,616,958 (2,976,996) (122,157)
Total from financing activities	517,805
Net increase in cash and cash equivalents	60,717
Cash, beginning of year	415,642
Cash, end of year	<b>\$</b> 476,359
Supplemental disclosure of cash flow information:	
Cash paid during the years for: Interest expense	\$ 490,829
Income taxes	\$ 800
Professional fees paid for services rendered in connection with the Chapter 11 proceedings	<u>\$ 145,816</u>
Decrease in liabilities subject to compromise in connection with reclassification of liabilities	\$ 2,008,414

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Organization and nature of business

Econo Lube N' Tune, Inc. (the Company) is engaged in the business of operating specialty automotive service centers, selling franchises, and distributing products and leasing equipment to franchised service centers. As of July 31, 2003, the Company had 197 stores in operation: 18 Company-operated and 179 franchise-operated. During the year, the Company closed 5 stores, repurchased 40 stores owned by franchisees, and resold 41 franchisees.

#### Basis of presentation

The accompanying financial statements have been prepared in conformity with principles of accounting applicable to a going concern, which contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. As shown in the accompanying financial statements, the Company incurred a loss of \$3,625,049 (before reorganization) for the year ended July 31, 2003, and as of that date had a working capital deficiency of \$3,935,719, and a stockholders' deficit of \$11,875,011. The financial statements do not include any adjustments that might be necessary should the Company be unable to continue as a going concern.

As a result of the Company's decision to file for protection under Chapter 11 of the United States Bankruptcy Code on November 8, 1999, and due to circumstances relating to this event, realization of assets and satisfaction of liabilities are subject to uncertainty. The Company's ability to continue as a going concern is contingent upon, among other things, its ability to achieve satisfactory levels of profitability and cash flow from operations, to obtain adequate financing to meet future obligations, and to continue its compliance with the debt service requirements provided for in the Chapter 11 Plan of Reorganization.

#### Cash equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. The Company, from time to time, maintains cash balances that exceed the federal deposit insurance coverage limits. The Company performs periodic reviews of the relative credit rating of its banks to lower its risk.

# 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Inventories

Inventories consist of automotive products such as oil, oil and air filters, spark plugs, and brake parts. Inventories are stated at the lower of cost or market. Cost is determined by the first-in first-out method.

### Property and equipment

Property and equipment are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives, which range from 5 to 32 years, on a straight-line basis. Leasehold improvements are amortized over the lives of the respective leases or the service lives of the improvements, whichever is shorter.

#### Sales revenue

Sales revenue is recognized at the time services are performed.

### Franchise fee revenue

The Company typically has fulfilled its obligations under the franchise sales agreement prior to the opening of the franchised store. Revenue associated with the sale of a franchise is recognized upon substantial performance by the Company of all material conditions relating to the fees.

#### Franchise agreements

The Company grants the right to operate stores under the Econo Lube N' Tune name to certain individuals and companies through franchise agreements. Under the terms of the agreements, licensees remit a weekly operating service fee, royalties of approximately 5% of the licensee's weekly sales, and a marketing fee of up to 6% of sales, less certain excluded items, as defined. The agreements require the Company to provide a continuous managerial and operating-assistance program, including availability of a field representative.

# 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### Deferred income amortization

Gains on sale/leasebacks of real property are amortized to income using the effective interest method. Amounts are amortized over the lives of the respective leases, which generally range from 10 to 20 years.

### <u>Deferred loan costs</u>

Deferred loan costs result from certain fees paid in conjunction with obtaining long-term debt or mortgages. These costs are being amortized over the lives of the associated loans.

#### Income taxes

The Company provides for income taxes in accordance with Statement of Financial Accounting Standards (SFAS) No. 109, Accounting for Income Taxes. SFAS No. 109 is an asset and liability approach that requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been recognized in the Company's financial statements or tax returns. Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized.

#### Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

#### Long-lived assets

The Company accounts for the impairment and disposition of long-lived assets in accordance with SFAS No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of. In accordance with SFAS No. 121, long-lived assets are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable.

# 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### Comprehensive income

In 1997, the Financial Accounting Standards Board (FASB) issued SFAS No. 130, Reporting Comprehensive Income, which established standards for the reporting and displaying of comprehensive income and its components. For the year ended July 31, 2003, there was no material difference between the Company's net income and comprehensive income.

# 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION

On November 8, 1999, the Company (the Debtor) filed petitions for relief under Chapter 11 of the federal bankruptcy laws in the United States Bankruptcy Court for the Central District of California. Under Chapter 11, certain claims against the Debtor in existence prior to the filing of the petitions for relief under the federal bankruptcy laws are stayed while the Debtor continues business operations as Debtor-in-Possession. These claims are reflected in the July 31, 2003, balance sheet as "liabilities subject to compromise." Additional claims (liabilities subject to compromise) may arise subsequent to the filing dates resulting from rejection of executory contracts, including leases, and from the determination by the court (or agreed to by parties in interest) of allowed claims for contingencies and other disputed amounts. Claims secured against the Debtor's assets ("secured claims") also are stayed, although the holders of such claims have the right to move the court for relief from the stay. Secured claims are secured primarily by liens of the Debtor's property, plant, and equipment.

The Debtor received approval from the Bankruptcy Court to pay or otherwise honor certain of its prepetition obligations, including employee wages.

The Company (as Debtor-in-Possession) submitted the Debtor's Third Amended Chapter 11 Plan of Reorganization (the Plan) to the Court and its creditors. The Plan was confirmed on January 3, 2001 with an effective date of April 3, 2001. The Plan provides the following:

# Property tax claims secured by real estate

Property taxes of approximately \$12,400 as of July 31, 2003, are payable in quarterly installments which commenced on January 15, 2001, and continue through October 15, 2004, with interest at 7.0% per annum.

# 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

### Debt secured by personal property

The debt of approximately \$1,963,300 as of July 31, 2003 secured by personal property owned by the Company will be paid in monthly installments of approximately \$88,000, which commenced on January 15, 2001 and continue through December 15, 2005, with interest at prime plus 2.75%. A balloon payment of approximately \$930,000 is due in December of 2004. However, the Company can extend the term and this balloon payment by either six or twelve months provided an additional principal payment of \$100,000 or \$250,000, respectively, is made prior to December of 2004. The minimum monthly payment will be reduced subsequent to any balloon payment.

#### Priority unsecured claims

Terminated employees who earned benefits will be paid in full.

#### Unsecured tax claims entitled to priority

Sales taxes total approximately \$29,400 as of July 31, 2003. The amounts due are payable in quarterly installments which commenced on January 15, 2001, and continue through October 15, 2004, with interest at 7.5% per annum.

#### Unsecured claims

The holders of approximately \$8,611,000 as of July 31, 2003 of trade and other miscellaneous claims will be paid in quarterly installments as follows: 24 quarterly minimum payments, which commenced on July 15, 2001 and continue through April 15, 2007, and 24 quarterly excess cash payments, which commenced on July 15, 2001 and continue through April 15, 2007. This combination of payments is intended to insure that the unsecured creditors will receive a minimum payment of not less than 38% of their allowed claims, and the opportunity to receive 100% of their claims.

# 2. PETITION FOR RELIEF UNDER CHAPTER 11 AND PLAN OF REORGANIZATION (CONTINUED)

### Early payoff rights

If the unsecured creditors receive payments from the Debtor (whether from quarterly minimum payments or quarterly excess cash payments) equal to 50% of the allowed unsecured claims total, but in no event less than \$5,000,000, on or before May 15, 2004, such claims shall be deemed paid in full under the Plan. If the claimants receive payments from the Debtor (in any combination) equal to 65% of the allowed unsecured claims total, on or before May 15, 2005, such claims shall be deemed paid in full under the Plan. If the claimants receive payments from the Debtor (in any combination) equal to 70% of the allowed unsecured claims total, on or before May 15, 2006, such claims shall be deemed paid in full under the Plan. The 50% and 65% payoff rights are absolute, and do not require any written consent, whereas the 70% level indicated above does.

As of July 31, 2003, liabilities subject to compromise consist of the following:

\$	12,428
	1,963,310
	3,305
	29,371
	2,008,414
	8,611,054
	10,619,468
•	(2,008,414)
	<u>(840,000</u> )
\$	7.771,054
	\$  

Based upon the court approved repayment plan, the Company is obligated to make aggregate minimum payments to unsecured creditors of \$5,000,000, payable in quarterly installments beginning in July of 2001 through April of 2007 ranging from \$100,000 to \$280,000. Any amounts which are still in dispute with the claimants at the time the payments are due are paid to a separate trust account held by the Company until such time the amounts are settled. The balance is paid to claimants on a pro-rata basis. The remaining future minimum commitments under this repayment plan approximate the following:

Year ending July 31: 2004 2005 2006 2007	• .	\$ 840,000 960,000 960,000 760,000
•		\$ 3,520,000

# 3. ACQUISITION OF FRANCHISE LOCATIONS

In the normal course of business, the Company may reacquire certain franchise locations. For the year ended July 31, 2003, the Company reacquired 40 franchised locations incurring costs of approximately \$738,000 consisting of write-offs of uncollectible accounts and notes receivable. The Company sold a total of 41 reacquired locations for approximately \$1,046,000.

#### 4. NOTES RECEIVABLE

Notes receivable consist of the following at July 31, 2003:

Installment notes receivable, from franchisees, due in aggregate monthly installments of approximately \$46,000, including interest ranging from 6% to 12%, through various dates through 2016	\$	2,098,355
Unsecured notes receivable from related parties, due in aggregate monthly installments of approximately \$1,000, including interest at an average rate of 6%		412,387
Less allowance for doubtful accounts  Less current portion		(835,483) 1,675,259 (318,587)
	<u>\$</u>	1,356,672

Certain installment notes receivable have payment terms calling for interest-only payments during the first year, with payments fully amortizing the principal balance generally due from the second through fifteenth years. The majority of these notes are collateralized by the franchise operation purchased by the franchisee.

#### 5. PROPERTY AND EQUIPMENT

Property and equipment consist of the following at July 31, 2003:

Land Buildings Leasehold improvements Equipment	\$ 	2,444,024 4,045,815 2,092,671 8,498,867 17,081,377
Less accumulated depreciation and amortization		(10,999,460)
	<u>\$</u>	6,081,917

# 6. OTHER ASSETS

7.

Other assets consist of the following at July 31, 2003: Security and other deposits Deferred loan costs	\$	820,928 35,407
	\$	856,335
INCOME TAXES		
The provision for income taxes consists of the following:		
Federal State	. <b>\$</b> 	- 800 800
Benefit of net operating loss carry forwards		· .
Income tax expense	\$	800

Temporary differences which give rise to deferred taxes consist primarily of differences in bases of property, depreciation, capitalized leases, accrued liabilities, net operating losses, and the allowance for doubtful accounts. A valuation allowance has been provided to fully reserve deferred tax assets in excess of deferred tax liabilities.

At July 31, 2003, the Company had federal net operating loss carryforwards of approximately \$17,600,000, expiring through 2021. In addition, the Company had net operating loss carryforwards for California and certain other states of approximately \$10,400,000 expiring generally through 2006.

Under the provisions of Financial Accounting Standards No. 109, the Company has made a valuation adjustment of \$4,287,000 as of July 31, 2003 to its deferred income tax assets.

### 7. INCOME TAXES (CONTINUED)

Deferred income taxes approximate the following:

Assets: Allowance for bad debts Net operating loss carryforwards Nondeductible liabilities Subtotal Valuation allowance	\$ 	\$ 498,000 4,076,000 <u>190,000</u> 4,764,000 (4,287,000			
Total assets	<u>\$</u>	477,000			
Liabilities: Depreciation Capitalized lease depreciation	\$ 	154,000 323,000			
Total liabilities	\$	477,000			

#### 8. MORTGAGES PAYABLE AND LONG-TERM DEBT

Mortgages payable and long-term debt consist of the following at July 31, 2003:

Mortgages payable, collateralized by trust deeds on property, due in aggregate monthly payments of approximately \$47,000, including interest from 6.5% to 11.5%, through various dates to 2017 \$ 2,205,324

Note payable, due in monthly interest only payments of \$8,750 through January of 2006 (interest accrues at 6%), at which time monthly interest only payments of \$12,500 are due through December of 2007 (NOTE: additional interest payments of \$57,500, \$80,000 and \$60,000 are due through December of 2005). Commencing In January of 2008, twelve equal payments of \$208,333 are due to fully amortize the loan through December of 2008

2,500,000

Note payable, due in monthly interest only payments of \$5,851 through November of 2005 (interest accrues at 7%), at which time monthly interest only payments of \$8,359 are due through December of 2007 (NOTE: additional interest payments are due in September of 2004 of \$58,514 and in November of 2005 of \$43,467). Commencing in January of 2008, twelve equal payments of \$123,993 are due to fully amortize the loan through December 2008

1,448,046

#### MORTGAGES PAYABLE AND LONG-TERM DEBT (CONTINUED) 8.

Note payable to a bank, due in monthly installments of \$83,441, including interest at the banks reference rate plus 2.75%, commencing in January of 2001 through December of 2004, subject to certain extensions provided additional principal payments are made (based on the terms of the note) \$ 1,844,612 Notes payable, due in aggregate monthly payments of approximately \$46,000, including interest at an 968.599 average rate of 4%, through various dates to 2006 Unsecured demand notes payable to officers, stockholders and other related parties (note 10) 542,622 9,509,203 Total Certain loans are guaranteed by certain officers and stockholders of the Company.

Maturities of mortgages payable and long-term debt approximate the following:

Year ending July 31: \$ 2,368,122 2004 1,723,100 2005 446,978 2006 291,256 2007 3,512,680 2008 1,167,067 Thereafter

#### 9. LEASES

The Company is a party to numerous leases, as described below:

#### As lessee:

The Company conducts its operations on certain leased premises under agreements classified as operating leases (Note 11) and has entered into operating lease agreements on several locations whereby the Company received the right to occupy or sublet the premises. The initial terms of these leases, including options, range from 10 to 30 years. Rental expense on these leases was approximately \$11,318,000 for the year ended July 31, 2003. The Company accounts for rent expense on a straight-line basis over the term of the lease. These agreements generally contain clauses under which the basic monthly rental is adjusted periodically for the greater of cost-of-living increases or an agreed-upon percentage. The Company is required to pay certain other expenses related to the premises, such as property taxes, which are generally passed through to the sublessees.

During the year ended July 31, 2000, the Company renegotiated or rejected certain of the lease agreements. Based upon the amended terms, the minimum rental increases throughout the remaining lease term were reduced or eliminated and, as such, the related deferred rents were reduced or fully amortized. The deferred rents in connection with unchanged leases were amortized over the remaining lease terms. Accordingly, the Company recognized an aggregate net gain of \$4,255,284 during the year ended July 31, 2000.

By the Company closing certain locations during the year ended July 31, 2000, and terminating the related lease agreements, an estimated liability of \$2,500,000 (subject to compromise) was recognized in connection with the rents associated with the remaining term of these leases. As of July 31, 2003, the Company has settled these liabilities.

The Company also conducts its operations on certain leased premises which have resulted from sale/leaseback transactions. These leases and their related subleases are classified as either capital or operating, based on the terms of the agreements. The terms of the master leases, including options, range from 10 to 30 years.

The Company also leases certain equipment under noncancelable operating leases. The leases expire at various dates through fiscal 2006.

#### 9. LEASES (CONTINUED)

Included in property and equipment at July 31, 2003 is capitalized leased property, as follows:

Buildings and equipment Less accumulated depreciation				935,064 <u>(734,822</u> )	
	•		\$	200,242	

#### As lessor:

The Company owns or leases numerous locations which are leased or subleased to franchisees (including 10 locations leased to related parties). Substantially all of the subleases are classified as operating leases. The terms of these leases and subleases, including options, range from 10 to 30 years. Rental income applicable to the real estate operating leases was approximately \$12,121,000 for the year ended July 31, 2003.

The Company has also entered into capital lease arrangements with franchisees for certain equipment. These arrangements have been classified as sales-type leases. The typical lease period is approximately five years.

Future minimum commitments due by the Company under capital leasing arrangements as lessee are as follows:

Year ending July 31:		
2004	\$	157,466
2005		111,509
2006	•	105,557
2007		105,557
2008		105,557
Thereafter		597,360
Future minimum commitments		1,183,006
Less interest		(591,087)
Present value of future minimum commitments		591,919
Less current portion of capital lease obligations		<u>(93,571</u> )
	¢	498.348
	Þ	450,340

#### 9. LEASES (CONTINUED)

Approximate future minimum commitments under operating leasing arrangements are as follows:

		As Lessee			As Lessor			-
	_	Real Estate Leases	Equipment Leases		_	Real Estate Leases	Ec	uipment Leases
Year ending July 31								
2004	\$	11,128,000	\$	88,000	\$	11,685,000	\$	27,000
2005		9,900,000		71,000		10,901,000		86,000
2006		8,612,000		59,000		9,797,000		216,000
2007		7,366,000		16,000		9,033,000		22,000
2008		6,012,000		<del>-</del>		8,313,000		22,000
Thereafter	<u>.                                    </u>	22,026,000		<u> </u>		24,088,000		63,000
	<u>\$</u>	65,044,000	<u>\$</u>	234,000	<u>\$</u>	73,817,000	\$_	436,000

#### 10. RELATED-PARTY TRANSACTIONS

#### Notes payable

At July 31, 2003, the Company has outstanding notes payable aggregating \$1,160,595 to various stockholders, officers and related parties, of which, \$617,973 is included in liabilities subject to compromise. These notes bear interest at rates ranging from prime plus 2.75% to 14% and are due on demand. Contractual interest expense in connection with these notes was approximately \$50,000 for the year ending July 31, 2003. However, these financial statements reflect no interest expense on these unsecured claims as interest does not accrue (per bankruptcy accounting rules) when the entity is insolvent.

#### Accounts and notes receivable

As of July 31, 2003, the Company has accounts receivable from various related parties and stockholders of approximately \$22,090. In addition, the Company has notes receivable from various related parties aggregating approximately \$412,396 as of July 31, 2003.

#### Rent

The Company rents its present office facilities and a warehouse from partnerships in which certain officers and stockholders of the Company are partners. These leases expire in July of 2012 and January of 2007, respectively, and are due in aggregate monthly payments of \$31,000. Total rental expense paid to the related-party partnerships was approximately \$ 371,000 for the year ended July 31, 2003.

#### 10. RELATED-PARTY TRANSACTIONS (CONTINUED)

The Company leases certain locations from Econo Lube N' Tune, LLC (Econo, LLC), an entity in which certain stockholders of the Company, and their relatives, are owners. These leases expire through 2019 and are payable in aggregate monthly payments of \$52,000. Total rental expense paid to Econo, LLC was approximately \$624,000 for the year ended July 31, 2003.

#### Special opportunity franchises

During the year ended July 31, 2002, the Company sold eight service center locations to related parties as Special Opportunity Franchises. During the year ended July 31, 2003, these related parties purchased an additional 11 locations and exchanged 9 locations. As such, as of July 31, 2003, the related parties own a total of 10 locations as Special Opportunity Franchises. Based upon the terms of the agreement, the Company operates the stores and records the related profits and losses. In addition, the Company pays the related parties a concession fee of approximately \$1,000 per month per store. The related party then pays the Company approximately \$500 per month to pay down the related notes in connection with the purchase. The related parties paid \$10,000 per store as a deposit on inventory and, as such, \$100,000 is payable as of July 31, 2003 and is included in deposits payable. In addition, when a location is sold to the related parties, a franchise fee of \$49,500 is recorded as income and decreases the related note payable. When a location is exchanged, franchise fee revenue is reduced and the related note payable is increased. During the year ended July 31, 2003, net franchise fee revenues relating to these Special Opportunity Franchises was \$99,000.

#### Stores operated by related parties

As of July 31, 2002, a certain related party (which also owns certain of the Special Opportunity Franchises discussed above) owned and operated one location. During the year ended July 31, 2003, this related party sold this location, purchased and resold seven locations, and purchased and retained one location.

#### 11. COMMITMENTS AND CONTINGENCIES

#### Bureau of Automotive Repair

On July 22, 1999, the Company entered into a Final Judgement representing a settlement by and between the Company and the State of California resulting from an action that was filed on July 13, 1998 by the California Department of Consumer Affairs - Bureau of Automotive Repair accusing the Company of various violations including, but not limited to: overselling and overcharging for services, false and misleading advertising, departure from accepted trade standards, and recommending services that were not required.

Pursuant to the terms of the Final Judgement, the automotive repair dealer licenses for each of the 18 California corporate stores were revoked. All of these stores have been franchised and are currently operating. Additionally, the Company was required to make payments for restitution, reimbursement of investigative costs, and penalties totaling approximately \$900,000 payable under the terms of two notes for \$250,000 and \$650,000. The \$250,000 note is non-interest bearing and payable in monthly installments of \$5,000, which commenced on October 15, 1999, and continuing until paid in full. The \$650,000 note bears interest at 5% and is payable in monthly installments of \$5,000, which commenced on October 15, 1999, and continue through November 15, 2005. As of July 31, 2003, the remaining balances for these notes were \$20,000 and \$393,146, respectively.

No action was taken against the Company's franchisees.

#### Plan of reorganization

The Plan of Reorganization approved by the Court provides for quarterly minimum payments to the unsecured creditors with an aggregate total of \$5,000,000. However, in the event the total unsecured claims exceed \$10,000,000, the Company will be obligated to make minimum payments (through the quarterly minimum payments in addition to the quarterly excess cash payments) of greater than \$5,000,000 as defined in the Plan.

### 11. COMMITMENTS AND CONTINGENCIES (CONTINUED)

#### Legal issues

The Company is a party to a number of legal actions arising in the ordinary course of its business, including certain actions relating to the Environmental Protection Agency, as well as certain actions resulting from the bankruptcy. Exposure to loss in excess of the accrued liability does exist; however, in the opinion of management, the ultimate outcome of these matters will not have a materially adverse effect on the financial position or results of operations of the Company. Also, see Note 1 for a discussion of the Company's basis of presentation of the accompanying financial statements.

#### Lease cancellation

A related party (Econo Lube 'N Tune Realty, LLC - the lessor) waived the collection of rents due it by the Company (the lessee) for 11 real property leases and 4 equipment leases in the aggregate amount of \$1,021,177 through July 31, 2002, of which \$680,784 relates to the Company's fiscal year ended July 31, 2002. The lessor did file a claim for such rents, however, it was questionable whether it was filed timely. As of July 31, 2003, the bankruptcy court did not allow a claim to be filed and, as such, the Company and the lessor have reached a tentative settlement agreement with the lender for approximately \$3,267,000. Although the agreement has not been executed, it has been agreed to in principle. Based upon the terms of the agreement, if the Company pays \$2,500,000, then the aggregate amount will be deemed paid in full. If, however, the Company does not comply with the agreement, then the full \$3,267,000 becomes due and payable under the terms of the agreement. As of July 31, 2003, the Company has recorded a note payable of \$2,500,000 relating to this settlement.

#### 12. EMPLOYEE STOCK OWNERSHIP PLAN

Annual contributions to the Company's ESOP are determined by the officers, but may not exceed 15% of the total compensation of all participants. The Company did not make any contributions in the current year.

Pursuant to the terms of the ESOP, the Company may repurchase stock from terminated employees. During the year ended July 31, 2003, the Company did not repurchase any shares.

#### 13. ADVERTISING COSTS

The Company provides direct response advertising. These costs are expensed the first time the advertising takes place. For the period ended July 31, 2003 the Company incurred approximately \$494,000 in net advertising costs. As of July 31, 2003, the Company has capitalized advertising costs of approximately \$175,000 relating to fiscal year ending July 31, 2004.

#### 14. LEASE CANCELLATION EXPENSES

During the year ended July 31, 2003 the Company entered into settlement agreement in connection with certain leases. In addition, the Company has also agreed in principle with the terms of another settlement agreement in connection with lease cancellations more fully discussed in Note 11. Additional lease cancellation expense relating to these two agreements approximates \$3,412,000 for the year ended July 31, 2003.

#### 15. PRIOR PERIOD ADJUSTMENT

Annumulated deficit as of July 21, 2002

In January of 2001, the Company and certain employees and stockholders entered into deferred compensation agreements. Based upon the terms of the agreements, the deferred compensation accrues annually and compounds interest at 10% on a monthly basis (with the exception of a certain stockholder which is a one-time deferral and accrues no interest). As such, the accumulated deficit at July 31, 2002 has been restated by \$315,062 as follows:

as previously reported	\$ (10,553,453)
Deferred compensation	(298,621)
Deferred interest	(16,441)
Accumulated deficit as of July 31, 2002, as restated	\$(10 <u>,868,515</u> )

ADDITIONAL INFORMATION



(a professional corporation)

Certified Public Accountants and Management Consultants
4910 Campus Drive Newport Beach, California 92660-2119 (949) 724-1880 FAX (949) 724-1889

#### INDEPENDENT AUDITORS' REPORT ON ADDITIONAL INFORMATION

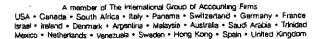
The Stockholders Econo Lube N' Tune, Inc. Newport Beach, California

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The additional information on page 27 is presented for purposes of additional analysis and is not a required part of the basic financial statements. This additional information is the responsibility of Econo Lube N' Tune, Inc.'s management. Such information has been subjected to the procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, when considered in relation to the basic financial statements taken as a whole. The basic financial statements have been prepared assuming the Company will continue as a going concern; our report on page 1 includes an explanatory paragraph which indicates that there are matters that raise substantial doubt about its ability to continue as a going concern, even though the Company is in compliance with all requirements of the bankruptcy court.

Hognie + Company

October 23, 2003 Newport Beach, California







ECONO LUBE N' TUNE, INC. Supporting Schedules For the Year Ended July 31, 2003

### Schedule of cost of sales:

Cost of goods sold Customer refunds Waste removal Payroll Overhead allocation	\$	2,495,532 172,234 17,556 2,319,886 1,409,794
	<u>\$</u>	6,415,002
Schedule of selling, general and administrative expenses:		
Rent Depreciation and amortization Salaries Advertising Office expense Insurance Repairs and maintenance Utilities Supplies Travel and entertainment Taxes and licenses Legal and professional Payroll taxes and other Commitment and loan fees Credit card discounts Laundry and uniform Returned checks Cash over/short Bank service charges Loan amortization expense Freight Miscellaneous Subtotal	\$	11,615,816 978,881 2,249,005 615,985 285,909 330,124 299,877 382,788 140,880 200,954 383,525 597,568 538,232 78,000 83,696 72,152 42,684 133,183 58,890 9,791 159,976 57,519
Allocation to cost of sales		(1,409,794)
•	. \$	17.905.641

See notes to financial statements.