

# ***NAOMI JEANETTE ROBINSON TRUCKING***

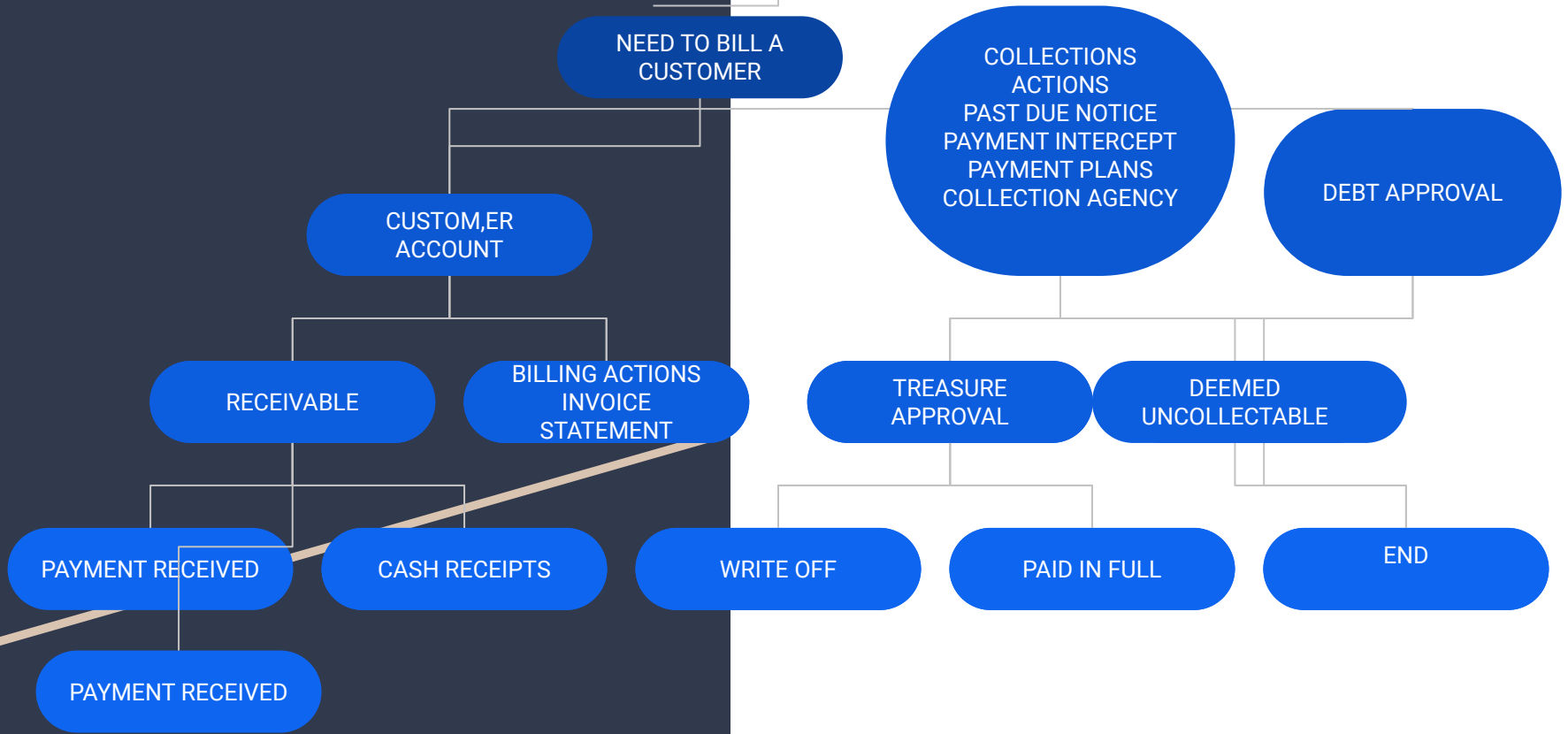
***ACCOUNT PAYABLE AND RECEIVABLE***



Naomi Jeanette Robinson Trucking  
To be successful, go over and beyond the average\*

# ACCOUNTS RECEIVABLE LIFECYCLE

# BILLING AND COLLECTIONS



## *CUSTOMER SETUP*

*CUSTOMER ARE INDIVIDUALS OR BUSINESS ENTITIES THAT PURCHASE GOODS OR SERVICES FROM THE STATE OF NORTH CAROLINA. CUSTOMER ACCOUNTS ARE DETERMINE BY THE COMBINATION OF A CUSTOMER (Vendor / Customer) CODE AND A BILLING PROFILE CODE. CUSTOMER RECORDS HAS BEEN CREEEED AND ADDED TO THE VCUST TABLE USING THE VCC BASED DOCUMENTS. ONCE A CUSTOMER RECORD HAS BEEN CREATED, A CUSTOMER ACCOUNT IS CREATED BY USING THE CUSTOMER ACCOUNT OPTIONS TABLE.*

### **CUSTOMER ACCOUNT OPTIONS**

*THE CUSTOMER ACCOUNT OPTIONS (CACT) TABLE IS USED TO ESTABLISH AND MAINTAIN BILLING OPTIONS FOR CUSTOMERS. ON THE CACT TABLE, USER CAN VIEW WHICH BILLING PROFILE CODES HAVE BEEN ASSIGNED TO EACH CUSTOMER CODE. ONE CUSTOMER CODE MAY HAVE MORE THAN ONE CUSTOMER ACCOUNT BECAUSE MULTIPLE BILLING PROFILE CODES CAN BE ASSIGNED AND EACH COMBINATION REPRESENTS A UNIQUE CUSTOMER ACCOUNT.*

## CUSTOMER ACCOUNT SETUP

- TRAILERS PURCHASING BUDGET (including aftermarket items):  
\$1,437,800.00
- TRAILERS MONTHLY BUDGET (including tags, insurance, ETC.): \$10,353.42
- TRAILERS PER MILE BUDGET (expenses only no profit): \$1.41 per mile
- TRAILERS PROFIT PERCENTAGE:  
35%
- TRAILERS LEASE ON RATE PER MILE:  
\$1.90 per mile
- TRAILERS DAILY PROFIT (per job daily) REQUIRED: \$575.19 Daily income

## NAOMI JEANETTE ROBINSON TRUCKING TRAILERS EXPENSES ACCOUNTS:

TOTAL TRAILERS INCOME MONTHLY MILEAGE: 7,350 Miles

TRAILERS DEADHEAD MONTHLY MILEAGE (25%): 1,838 Miles

TRAILERS TOTAL MONTHLY MILEAGE: 9,188 Miles

TRAILERS TOTAL WEEKLY MILEAGE: 3,062.7 Miles

TRAILERS TOTAL DEADHEAD WEEKLY MILEAGE: 765.7

TRAILERS TOTAL INCOME MILEAGE WEEKLY: 2,297 Miles

TRAILERS TOTAL AMOUNT OF DEADHEAD MILEAGE ALLOWED DAILY: 127.6 Miles a Day

TRAILER TOTAL AMOUNT OF MILEAGE PER JOB: 382.8 Miles

## CUSTOMER ACCOUNT SETUP

- TRUCKS PURCHASING BUDGET (including aftermarket items):  
\$3,705,060.00
- TRUCKS MONTHLY BUDGET (including tags, insurance, ETC.): \$38,285.50
- TRUCKS PER MILE BUDGET (expenses only no profit): \$4.62 per mile
- TRUCKS PROFIT PERCENTAGE: 35%
- TRUCKS LEASE ON RATE PER MILE:  
\$6.24 per mile
- TRUCKS DAILY PROFIT (per job if one job): \$2,005.54
- TRAILER DAILY PROFIT (per job if one job): \$575.19
- TRUCK AND TRAILER PROFIT (per job if one job): \$2,580.73

## NAOMI JEANETTE ROBINSON TRUCKING TRUCKS AND TRACTORS EXPENSES ACCOUNTS:

TOTAL TRUCKS INCOME MONTHLY MILEAGE: 8,292 Miles

TRUCKS DEADHEAD MONTHLY MILEAGE (25%): 2,764 Miles

TRUCKS TOTAL MONTHLY MILEAGE: 11,055.9 Miles

TRUCKS TOTAL WEEKLY MILEAGE: 2,571.1 Miles

TRUCKS TOTAL DEADHEAD WEEKLY MILEAGE: 643

TRUCKS TOTAL INCOME MILEAGE WEEKLY: 1,928.1 Miles

TRUCKS TOTAL AMOUNT OF DEADHEAD MILEAGE ALLOWED DAILY: 107.2 Miles a Day

TRUCKS TOTAL AMOUNT OF MILEAGE PER JOB: 321.4 Miles

## **CUSTOMER ACCOUNT SETUP**

- TRUCK AND TRAILER PROFIT (per job if one job): \$2,580.73
- # OF HOURS ON-DUTY (fueling, inspection, route planning) DAILY: 1.5 Hours
- # OF HOURS DRIVING DAILY: 9-Hours
- PROFIT REQUIRED PER HOUR DRIVING: \$286.75 per hour
- UNITED STATES FOUR LANE HIGHWAY POSTED SPEED FOR COMMERCIAL TRUCKS: 65mph
- HOW LONG DOES IT TAKE A COMMERCIAL TRUCK TO REACH 65 mph: 16-Seconds
- COMMERCIAL TRUCK AVERAGE SPEED EAST COAST (44% of posted speed): 28.6 mph Average Speed in North East  
COMMERCIAL TRUCK AVERAGE SPEED ELSEWHERE (65% of posted Speed): 42.3 mph

## **NAOMI JEANETTE ROBINSON TRUCKING TRACTOR AND TRAILER EXPENSES ACCOUNTS:**

TOTAL MONTHLY EXPENSES (Tractor & Trailers): \$48,638.92

EAST COAST DRIVING PER HOUR EXPENSE :C \$90.23 per Hour

ELSEWHERE DRIVING PER HOUR EXPENSES: \$61.01 per Hour

EAST COAST REQUIRES JOBS WITH MAX. MILEAGE OF: 818 Miles

EAST COAST JOBS REQUIRES A PAY PER MILE OF : \$6.31 per mile due to congestion

ELSEWHERE REQUIRES JOBS WITH MAX. MILEAGE OF: 1,789.2 Miles

ELSEWHERE JOBS REQUIRES A PAY PER MILE OF: \$5.77 per mile due to easy access

# **CUSTOMER ACCOUNT OPTIONS**

## **ROCKY MOUNT, NC GEOGRAPHICAL LOCATION:**

DEADHEAD NORTH LOCATION: Richmond, VA

DEADHEAD WEST LOCATION: Winston-Salem, NC

DEADHEAD SOUTH LOCATION: Lumbertown, NC

DEADHEAD EAST LOCATION: Nags Head, NC

## **NAOMI JEANETTE ROBINSON TRUCKING TRACTOR AND TRAILER EXPENSES ACCOUNTS:**

EAST COAST TRUCKS TRAILERS MAIN OPERATION (not limited  
to east coast):

1. FLATBED
2. STEP DECK
3. CONESTOGA
4. MECHANICAL RGN
5. LOWBOY
6. WALKING FLOOR
7. DUMP TRAILER
8. INTERMODAL TRAILER
9. 5th WHEEL TRAILER
10. TAG TRAILER
11. KENWORTH W900L TRIAXLE w/82" STUDIO SLEEPER
12. DUMP TRUCK
13. TOW TRUCK (Rotator. Roll Back, Wrecker)
14. FORD F450 DUALY
15. MERCEDES-BENZ SPRINTER
16. FORD E-450 BOX TRUCK
17. ISUZU BOX TRUCK

# ***CUSTOMER ACCOUNT SETUP***

## ***ROCKY MOUNT, NC GEOGRAPHICAL LOCATION***

*(not limited to / contract or dedicated lines only):*

BOUNDARY NORTH LOCATION: Canada

BOUNDARY WEST LOCATION: Denver, CO

BOUNDARY SOUTH LOCATION: Key West, FL

BOUNDARY EAST LOCATION: Nags Head, NC

## ***NAOMI JEANETTE ROBINSON TRUCKING TRACTOR AND TRAILER EXPENSES ACCOUNTS:***

### *DEDICATED & CONTRACT TRUCKS TRAILERS MAIN OPERATION (not limited to east coast):*

1. DRY VAN
2. REFRIGERATED
3. OPEN CAR TRANSPORTER
4. ENCLOSED TRANSPORTER
5. MOVING VAN
6. PETERBILT 389 TANDEM AXLE w/78: MID-ROOF SLEEPER



# CUSTOMER ACCOUNT SETUP

## MONTHLY HOURS TO OPERATE BUSINESS

- A. Monthly Hours Available to Operate the Business: 301 Hours
- B. Monthly Hours to Drive with Resetting Hours: 274 Hours
- C. Monthly Hours Driving Over-The Road: 189 Hours as OTR Driver
- D. Monthly Hours Driving Local (300-Miles of Rocky Mount): 45-Hours Local Driving
- E. Max. Amount of Mileage Driven to Shut Down Daily: 600-Miles Limitation
- F. Max Amount of Jobs to discharge Daily: 3 Jobs Max. Per Day within 180-Miles Radius of Each Other

## NAOMI JEANETTE ROBINSON LOGISTICS GROUP REAL ESTATE EXPENSES ACCOUNT

- ★ **HOURS OCCUPIED MONTHLY:** 234  
Hours Dedicated to Driving Monthly
- ★ **HOURS USED FOR LOADING AND UNLOADING ONLY:** 63 Hours
- ★ **TOTAL HOURS FOR CONGESTION, WEATHER AND CONSTRUCTION DELAYS MONTHLY:** 70-Hours to Wait for Safe Travel Monthly
- ★ **MAX. AMOUNT OF JOBS THAT YOU REQUIRED TO BE COMPLETED MONTHLY:** 21-Jobs Limitation
- ★ **MAX. AMOUNT OF CONTRACTS REQUIRED FOR A SAFE OPERATION OF YOUR BUSINESS:** 2 to 3 Contracts
- ★ **CONTRACTS DESIRED TO MAINTAIN:** N.J.R. Logistics Group, Landstar & J.B. Hunt
- ★ **AMOUNT MIN. LOOKING TO ACHIEVED PER JOB IN A CONTRACT:** \$2,500.00

## **CUSTOMER ACCOUNT SETUP**

YOU WILL WANT TO LOOK UP THE CONTRACT/CUSTOMER ACCOUNTS BY TRAILER DEPARTMENT RATHER THAN BY NAME. SO YOU WILL USE THE CUSTOMER ACCOUNT TABLE.

NOTE: The customer number is as follows:

- 1ST Number is How Many Trucks Assigned to Contract
- 2nd Number is how many trailers Assigned to in Contract. (if the number is greater than 9. Put 0)
- 3rd Number is How Many Times Zones will you operate under a contract (Note if you work the lower 48 and Alaska you will put 6 times zones)
- 4th Number is How Many Weeks in a Month you are Obligated in this Contract)
- 5th Number will be if you are solo or teams (1- Solo / 2-Teams) under contract
- 6th Number and Beyond is Letters of the contract company/ Abbreviations)

## **CONTRACT CUSTOMER ACCOUNT OPTIONS TABLE**

- ❑ **CUSTOMER NAME:** Naomi Jeanette Robinson  
Logistics Group
- ❑ **CUSTOMER NUMBER:** 2933NJRLG
- ❑ **BILLING PROFILE:** Zelle Money Transfer
- ❑ **TRAILERS ISSUED:** Lowboy, RGN, Flatbed, Step  
Deck, Conestoga, Dry, Reefer, Intermodal, Open Car  
Transporter
- ❑ **DEPARTMENT(S):** TYPE-8 (General Freight,  
Specialized, Perishable, Non-Perishable, Heavy  
Haul, Dry Goods, Vehicles, Hazmat
- ❑ **BILLING TYPE:** Electronically
- ❑ **ADDRESS ID#:** Eastern Time Zone

## **CUSTOMER ACCOUNT SETUP**

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NOTE: The customer number is as follows:

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- 4th Number is How Many Weeks in a Month you are Obligated in this Contract)
- 5th Number will be if you are solo or teams (1- Solo / 2-Teams) under contract
- 6th Number and Beyond is Letters of the contract company/ Abbreviations)

## **CONTRACT CUSTOMER ACCOUNT OPTIONS TABLE**

- CUSTOMER NAME:** Landstar
- CUSTOMER NUMBER:** 2933LS
- BILLING PROFILE:** HoneyBook Money Transfer
- TRAILERS ISSUED:** Lowboy, RGN, Flatbed, Step Deck, Conestoga, Dry, Reefer, Intermodal, Open Car Transporter
- DEPARTMENT(S):** TYPE-8 (General Freight, Specialized, Perishable, Non-Perishable, Heavy Haul, Dry Goods, Vehicles, Hazmat
- BILLING TYPE:** Electronically
- ADDRESS ID#:** Eastern Time Zone

## **CUSTOMER ACCOUNT SETUP**

YOU WILL WANT TO LOOK UP THE CONTRACT/CUSTOMER ACCOUNTS BY TRAILER DEPARTMENT RATHER THAN BY NAME. SO YOU WILL USE THE CUSTOMER ACCOUNT TABLE.

NOTE: The customer number is as follows:

- 1ST Number is How Many Trucks Assigned to Contract
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- 4th Number is How Many Weeks in a Month you are Obligated in this Contract)
- 5th Number will be if you are solo or teams (1- Solo / 2-Teams) under contract
- 6th Number and Beyond is Letters of the contract company/ Abbreviations)

## **CONTRACT CUSTOMER ACCOUNT OPTIONS TABLE**

- CUSTOMER NAME:** J.B . Hunt
- CUSTOMER NUMBER:** 2633JBH
- BILLING PROFILE:** Corpay Money Transfer
- TRAILERS ISSUED:** Flatbed, Step Deck, Conestoga, Dry, Reefer, Intermodal
- DEPARTMENT(S):** TYPE-7 (General Freight, Perishable, Non-Perishable, Dry Goods, Sea Food, Dairy Products, Hazmat
- BILLING TYPE:** Electronically
- ADDRESS ID#:** Central Time Zone

## **CUSTOMER ACCOUNT SETUP**

EACH CONTRACT/CUSTOMER ACCOUNT, WITH THE EXCEPTION OF A MISCELLANEOUS CUSTOMER ACCOUNT, TRACKS RECEIVABLE, PAYMENTS, AND OTHER FINANCIAL INFORMATION. THE CUSTOMER ACCOUNT INFORMATION (CUSTA) TABLE IS UPDATED BY RECEIVABLE (RE), CASH RECEIPT (CR), REFERRAL TO COLLECTION AGENCY (CL) AND WRITE-OFF (WO) BASED DOCUMENTS. RECORDS ARE DISTINGUISHED ON CUSTA USING THE SPECIFIC FIELD VALUES ON THE DOCUMENT

## **CONTRACT CUSTOMER ACCOUNT PAYABLE & RECEIVABLE (Electronically)**

- CUSTOMER NAME:** J.B. Hunt
- CUSTOMER NUMBER:** 2633JBH
- MONTHLY MILEAGE CONTRACT (Min. Miles):** 2,966.6 Miles
- MONTHLY DEADHEAD MILEAGE (Max. Miles):** 741 Miles
- INCOME MILEAGE MONTHLY (Min. Miles):** 2,225.6
- UNLIQUIDATED (Rejected) AMOUNT MONTHLY (5% of Monthly Earnings):** \$1,047.21
- CONTRACT TYPE:** 17.5% Gross (Commodity, Space & Weight)
- INCOME COLLECTED MONTHLY TO PENFED CREDIT UNION (per mile / percentage):** \$25,022.80
- PAYMENT TRANSFER TO ACCOUNT PAYABLE TD BANK BUSINESS CHECKING (Operating & Fuel Expenses):** \$20,944.20
- PAYMENT TO SELF WELLS FARGO PERSONAL CHECKING (\$0.60 per mile):** \$1,779.96
- PAYMENT TO BUSINESS SAVINGS PENFED CREDIT UNION BUSINESS SAVINGS**

## **CUSTOMER ACCOUNT SETUP**

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### **CONTRACT CUSTOMER ACCOUNT PAYABLE & RECEIVABLE (Electronically)**

- CUSTOMER NAME:** Landstar
- CUSTOMER NUMBER:** 2933LS
- MONTHLY MILEAGE CONTRACT (Min. Miles):**  
2,966.6 Miles
- MONTHLY DEADHEAD MILEAGE (Max. Miles):**  
741 Miles
- INCOME MILEAGE MONTHLY (Min. Miles):**  
2,225.6
- UNLIQUIDATED (Rejected) AMOUNT MONTHLY (5% of Monthly Earnings):** \$1,047.21
- CONTRACT TYPE:** 17.5% Gross (Commodity, Space & Weight)
- INCOME COLLECTED MONTHLY TO PENFED CREDIT UNION (per mile / percentage):**  
\$25,022.80
- PAYMENT TRANSFER TO ACCOUNT PAYABLE TO BANK BUSINESS CHECKING (Operating & Fuel Expenses):** \$20,944.20
- PAYMENT TO SELF WELLS FARGO PERSONAL CHECKING (\$0.60 per mile):** \$1,779.96
- PAYMENT TO BUSINESS SAVINGS PENFED CREDIT UNION BUSINESS SAVINGS ACCOUNT:**  
\$2,298.64

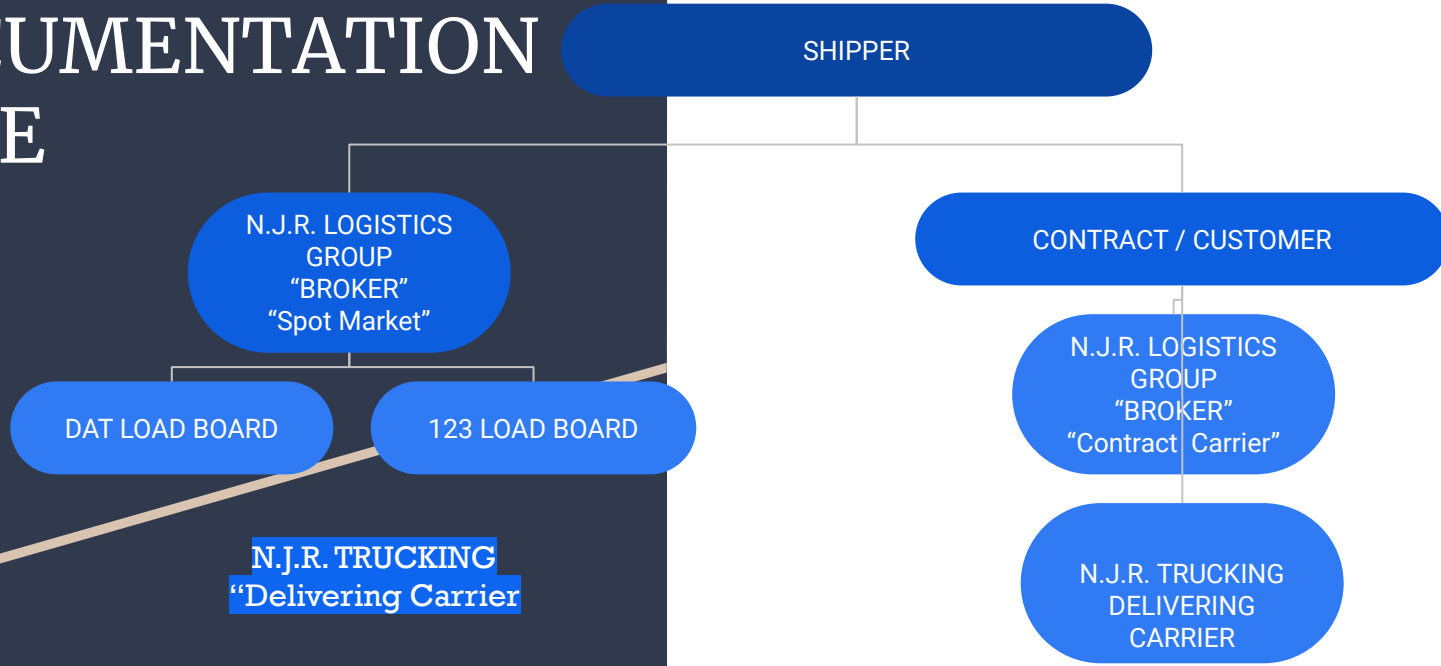
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### **CONTRACT CUSTOMER ACCOUNT PAYABLE & RECEIVABLE (Electronically)**

- CUSTOMER NAME:** Naomi Jeanette Robinson  
Logistics Group
- CUSTOMER NUMBER:** 2933NJRLG
- MONTHLY MILEAGE CONTRACT (Min. Miles):**  
2,966.6 Miles
- MONTHLY DEADHEAD MILEAGE (Max. Miles):**  
741 Miles
- INCOME MILEAGE MONTHLY (Min. Miles):**  
2,225.6
- UNLIQUIDATED (Rejected) AMOUNT MONTHLY  
(5% of Monthly Earnings):** \$1,047.21
- CONTRACT TYPE:** 17.5% Gross (Commodity, Space  
& Weight)
- INCOME COLLECTED MONTHLY TO PENFED  
CREDIT UNION (per mile / percentage):**  
\$25,022.80
- PAYMENT TRANSFER TO ACCOUNT PAYABLE TD  
BANK BUSINESS CHECKING (Operating & Fuel  
Expenses):** \$20,944.20
- PAYMENT TO SELF WELLS FARGO PERSONAL  
CHECKING (\$0.60 per mile):** \$1,779.96
- PAYMENT TO BUSINESS SAVINGS PENFED  
CREDIT UNION BUSINESS SAVINGS ACCOUNT:**  
\$2,298.64

# SHIPPING RECEIVABLE DOCUMENTATION TREE





# **INCOME TAX & CONTRIBUTIONS ACCOUNT SETUP**

## **INCOME TAX**

AN INCOME TAX IS A TAX IMPOSED ON INDIVIDUALS OR ENTITIES (Taxpayers) IN RESPECT OF THE INCOME OR PROFITS EARNED BY THEM (Commonly Called Taxable Income). INCOME TAX GENERALLY IS COMPUTED AS THE PRODUCT OF A TAX RATE TIMES THE TAXABLE INCOME

## **CONTRIBUTION**

A GIFT OR PAYMENT TO A COMMON FUND OR COLLECTION

## **TITHING**

IS A TERM COMMONLY USED TODAY TO MEAN SETTING ASIDE A CERTAIN AMOUNT OF ONE'S INCOME FOR GOD. TYPICALLY A TITHE REFERS TO A TENTH OF ONE'S INCOME BECAUSE THE WORD LITERALLY MEANS "TENTH" BUT IT IS OFTEN GENERALIZED TO MEAN ANY AMOUNT OF MONEY SET ASIDE FOR GOD

## **INCOME TAX, CONTRIBUTIONS AND TITHING (Electronically)**

- MONTHLY GROSS INCOME BUSINESS:**  
\$6,895.92
- MONTHLY EMPLOYEE OF BUSINESS  
INCOME:** \$5339.88
- TOTAL GROSS INCOME:** \$12,235.80
- FEDERAL TAX WITHHOLDING (8%):** \$978.86
- SOCIAL SECURITY WITHHOLDING (6%):**  
\$734.15
- MEDICARE WITHHOLDINGS (2%):** \$244.72
- NORTH CAROLINA INCOME TAX  
WITHHOLDING 4.99%):** \$610.57
- NET PAY:** \$9,667.50
- MARYLAND GOSPEL ASSEMBLY (1.7%)**  
\$164.35
- RAY OF HOPE CHRISTIAN MINISTRIES  
(1.7%):** \$164.35
- NEW VISION FULL BAPTIST CHURCH (1.7%):**  
\$164.35
- NEW ZION BAPTIST CHURCH (1.7%):**  
\$164.35
- WORD OF TABERNACLE CHURCH (1.7%):**