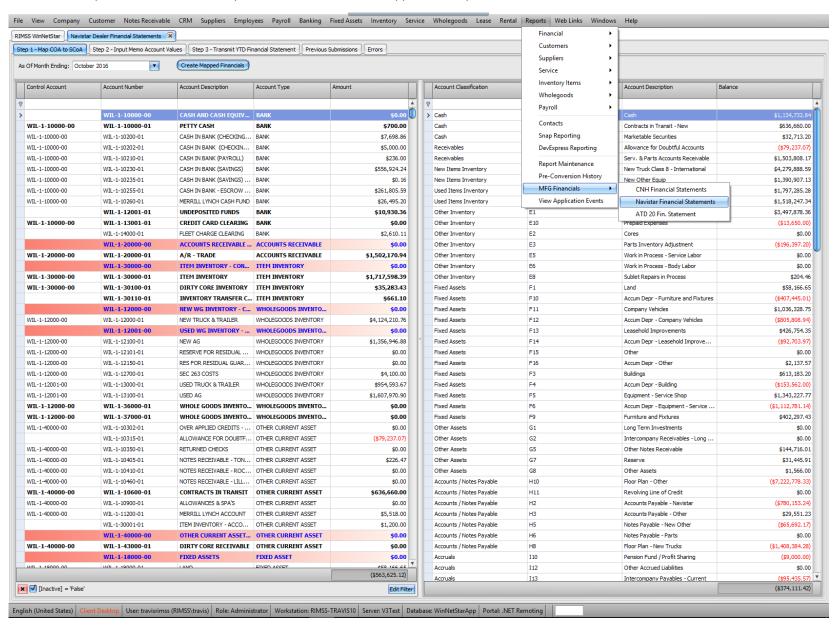


NAVISTAR Financials Setup and Submission

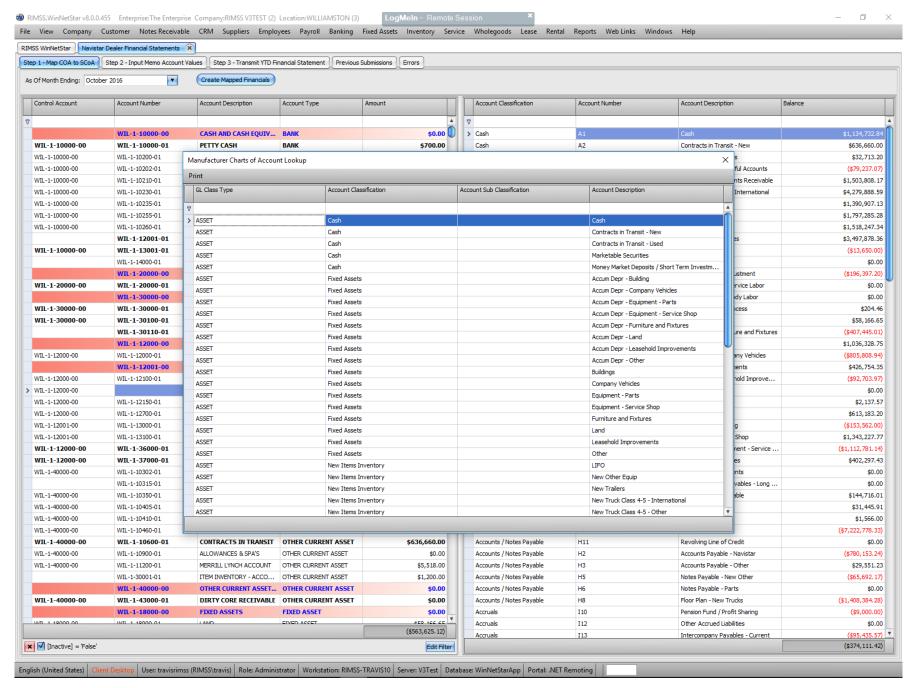
Software Development RIMSS Business Systems Technology

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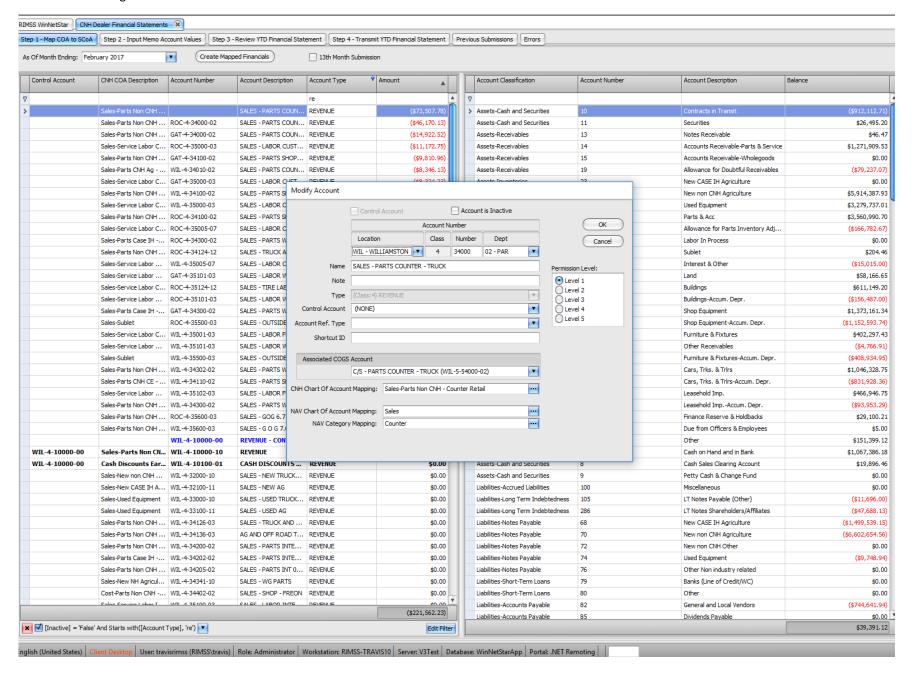
If you are a Navistar dealer you are required to submit financials to Navistar on a monthly basis. With WinNetStar you can configure your chart of accounts and submit the report directly to Navistar. The first step is to configure the chart of accounts. Go to Reports \rightarrow MFG Financials \rightarrow Navistar Financial Statements. Even if this is your initial setup, you must enter an "As of Month Ending" and click "Create Mapped Financials. In order to submit financials for a particular month, that month must first be Hard Closed. See the help document titled Hard Close Periods for instructions on that process. This will populate the left side with all GL accounts in WinNetStar. It will populate the right side with the NAV descriptions and amounts of any accounts that have been mapped to that point.



To map new accounts, right click on the account and select Modify. This will bring up the Modify Account screen. Click the ... next to NAV Chart of Account Mapping. Select the mapping that best fits this account



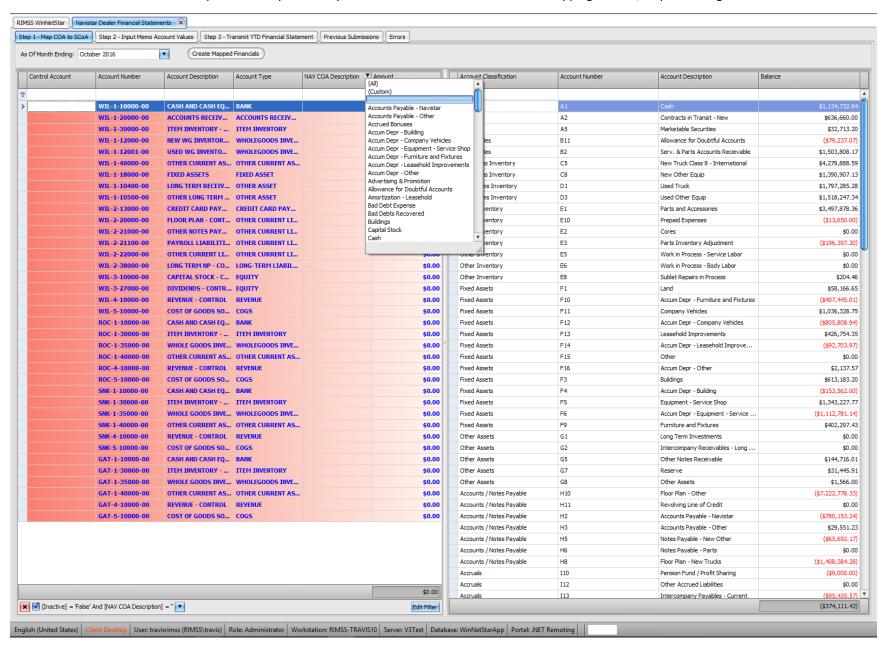
The mapping will appear in the window to the right of NAV Chart of Account mapping. If this is an Operating Statement account you will also need to choose a NAV Category also. Click OK and go to the next account



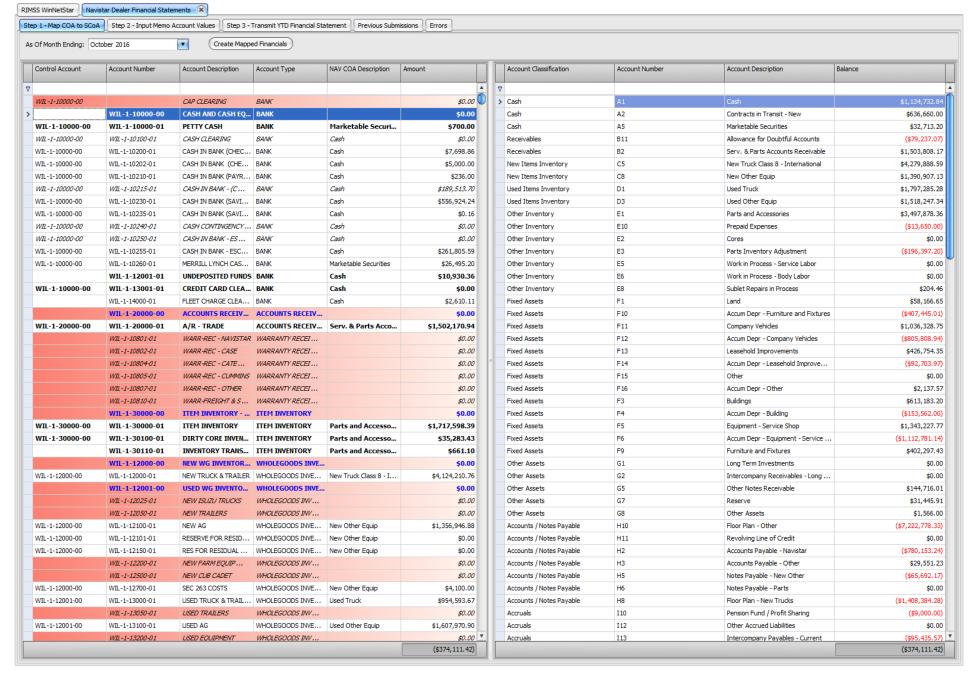
Once all accounts have been mapped, the totals at the bottom of both sides of the screen should equal.

| p 1 - Map COA to SCoA | Step 2 - Input Memo Account | Values Sten 3 - Transmit VTD Fin | nancial Statement Previous Su | ubmissions Errors | | | | |
|-----------------------------|----------------------------------|----------------------------------|-------------------------------|-------------------|--------------------------|----------------|-------------------------------------|-------------------------|
| p 1 - Map COA to 3COA | Step 2 - Input Mello Account | values Step 5 - Hallstillt FIDTI | ianda statement Previous st | DITISSIONS ETOIS | | | | |
| Of Month Ending: Octobe | er 2016 | Create Mapped Financials | | | | | | |
| Control Account | Account Number | Account Description | Account Type | Amount | Account Classification | Account Number | Account Description | Balance |
| | | | | \ \ \ | ₽ | | | - |
| | WIL-1-10000-00 | CASH AND CASH EQUIV | BANK | \$0.00 | > Cash | A1 | Cash | \$1,134,732 |
| WIL-1-10000-00 | WIL-1-10000-01 | PETTY CASH | BANK | \$700.00 | Cash | A2 | Contracts in Transit - New | \$636,660 |
| VIL-1-10000-00 | WIL-1-10200-01 | CASH IN BANK (CHECKING | BANK | \$7,698.86 | Cash | A5 | Marketable Securities | \$32,713 |
| VIL-1-10000-00 | WIL-1-10202-01 | CASH IN BANK (CHECKIN | BANK | \$5,000.00 | Receivables | B11 | Allowance for Doubtful Accounts | (\$79,237 |
| VIL-1-10000-00 | WIL-1-10210-01 | CASH IN BANK (PAYROLL) | BANK | \$236.00 | Receivables | B2 | Serv. & Parts Accounts Receivable | \$1,503,80 |
| VIL-1-10000-00 | WIL-1-10230-01 | CASH IN BANK (SAVINGS) | BANK | \$556,924.24 | New Items Inventory | C5 | New Truck Class 8 - International | \$4,279,88 |
| VIL-1-10000-00 | WIL-1-10235-01 | CASH IN BANK (SAVINGS) | BANK | \$0,16 | New Items Inventory | C8 | New Other Equip | \$1,390,90 |
| VIL-1-10000-00 | WIL-1-10255-01 | CASH IN BANK - ESCROW | BANK | \$261,805.59 | Used Items Inventory | D1 | Used Truck | \$1,797,28 |
| | WIL-1-10250-01 | MERRILL LYNCH CASH FUND | | \$26,495.20 | Used Items Inventory | D3 | Used Other Equip | \$1,518,24 |
| WIL-1-10000-00 | WIL-1-12001-01 | UNDEPOSITED FUNDS | BANK | \$10,930.36 | | E1 | | |
| WIL-1-10000-00 | WIL-1-12001-01 WIL-1-13001-01 | CREDIT CARD CLEARING | BANK | \$10,930.36 | Other Inventory | E10 | Parts and Accessories | \$3,497,87 (\$13,650 |
| | | | BANK | | Other Inventory | | Prepaid Expenses | |
| | WIL-1-14000-01 | FLEET CHARGE CLEARING | | \$2,610.11 | Other Inventory | E2 | Cores | (***** |
| | WIL-1-20000-00 | ACCOUNTS RECEIVABLE | | \$0.00 | Other Inventory | E3 | Parts Inventory Adjustment | (\$196,397 |
| VIL-1-20000-00 | WIL-1-20000-01 | A/R - TRADE | ACCOUNTS RECEIVABLE | \$1,502,170.94 | Other Inventory | E5 | Work in Process - Service Labor | \$ |
| | WIL-1-30000-00 | ITEM INVENTORY - CON | | \$0.00 | Other Inventory | E6 | Work in Process - Body Labor | \$ |
| /IL-1-30000-00 | WIL-1-30000-01 | ITEM INVENTORY | ITEM INVENTORY | \$1,717,598.39 | Other Inventory | E8 | Sublet Repairs in Process | \$20 |
| WIL-1-30000-00 | WIL-1-30100-01 | | ITEM INVENTORY | \$35,283.43 | Fixed Assets | F1 | Land | \$58,16 |
| | WIL-1-30110-01 | INVENTORY TRANSFER C | | \$661.10 | Fixed Assets | F10 | Accum Depr - Furniture and Fixtures | |
| | WIL-1-12000-00 | NEW WG INVENTORY - C | | \$0.00 | Fixed Assets | F11 | Company Vehicles | \$1,036,32 |
| WIL-1-12000-00 | WIL-1-12000-01 | NEW TRUCK & TRAILER | WHOLEGOODS INVENTORY | \$4,124,210.76 | Fixed Assets | F12 | Accum Depr - Company Vehicles | (\$805,808 |
| | WIL-1-12001-00 | USED WG INVENTORY | WHOLEGOODS INVENTO | \$0.00 | Fixed Assets | FIS | Leasehold Improvements | \$426,75 |
| /IL-1-12000-00 | WIL-1-12100-01 | NEW AG | WHOLEGOODS INVENTORY | \$1,356,946.88 | Fixed Assets | F14 | Accum Depr - Leasehold Improve | (\$92,703 |
| /IL-1-12000-00 | WIL-1-12101-01 | RESERVE FOR RESIDUAL | WHOLEGOODS INVENTORY | \$0.00 | Fixed Assets | F15 | Other | \$ |
| /IL-1-12000-00 | WIL-1-12150-01 | RES FOR RESIDUAL GUAR | WHOLEGOODS INVENTORY | \$0.00 | Fixed Assets | F16 | Accum Depr - Other | \$2,13 |
| /IL-1-12000-00 | WIL-1-12700-01 | SEC 263 COSTS | WHOLEGOODS INVENTORY | \$4,100.00 | Fixed Assets | F3 | Buildings | \$613,18 |
| /IL-1-12001-00 | WIL-1-13000-01 | USED TRUCK & TRAILER | WHOLEGOODS INVENTORY | \$954,593.67 | Fixed Assets | F4 | Accum Depr - Building | (\$153,562 |
| /IL-1-12001-00 | WIL-1-13100-01 | USED AG | WHOLEGOODS INVENTORY | \$1,607,970.90 | Fixed Assets | F5 | Equipment - Service Shop | \$1,343,22 |
| VIL-1-12000-00 | WIL-1-36000-01 | WHOLE GOODS INVENTO | WHOLEGOODS INVENTO | \$0.00 | Fixed Assets | F6 | Accum Depr - Equipment - Service | (\$1,112,781 |
| /IL-1-12000-00 | WIL-1-37000-01 | WHOLE GOODS INVENTO | WHOLEGOODS INVENTO | \$0.00 | Fixed Assets | F9 | Furniture and Fixtures | \$402,29 |
| WIL-1-40000-00 | WIL-1-10302-01 | OVER APPLIED CREDITS | OTHER CURRENT ASSET | \$0.00 | Other Assets | G1 | Long Term Investments | \$ |
| | WIL-1-10315-01 | ALLOWANCE FOR DOUBTF | OTHER CURRENT ASSET | (\$79,237.07) | Other Assets | G2 | Intercompany Receivables - Long | \$ |
| /IL-1-40000-00 | WIL-1-10350-01 | RETURNED CHECKS | OTHER CURRENT ASSET | \$0.00 | Other Assets | G5 | Other Notes Receivable | \$144,71 |
| /IL-1-40000-00 | WIL-1-10405-01 | NOTES RECEIVABLE - TON | OTHER CURRENT ASSET | \$226.47 | Other Assets | G7 | Reserve | \$31,44 |
| /IL-1-40000-00 | WIL-1-10410-01 | NOTES RECEIVABLE - ROC | OTHER CURRENT ASSET | \$0.00 | Other Assets | G8 | Other Assets | \$1,56 |
| /IL-1-40000-00 | WIL-1-10460-01 | NOTES RECEIVABLE - LILL | OTHER CURRENT ASSET | \$0.00 | Accounts / Notes Payable | H10 | Floor Plan - Other | (\$7,222,778 |
| /IL-1-40000-00 | WIL-1-10600-01 | CONTRACTS IN TRANSIT | OTHER CURRENT ASSET | \$636,660.00 | Accounts / Notes Payable | H11 | Revolving Line of Credit | \$ |
| IL-1-40000-00 | WIL-1-10900-01 | ALLOWANCES & SPA'S | OTHER CURRENT ASSET | \$0.00 | Accounts / Notes Payable | H2 | Accounts Payable - Navistar | (\$780,153 |
| /IL-1- 4 0000-00 | WIL-1-11200-01 | MERRILL LYNCH ACCOUNT | OTHER CURRENT ASSET | \$5,518.00 | Accounts / Notes Payable | Н3 | Accounts Payable - Other | \$29,55 |
| | WIL-1-30001-01 | ITEM INVENTORY - ACCO | OTHER CURRENT ASSET | \$1,200.00 | Accounts / Notes Payable | H5 | Notes Payable - New Other | (\$65,692 |
| | WIL-1-40000-00 | OTHER CURRENT ASSET | | \$0.00 | Accounts / Notes Payable | H6 | Notes Payable - Parts | 5 |
| VIL-1-40000-00 | WIL-1-43000-01 | DIRTY CORE RECEIVABLE | | \$0.00 | Accounts / Notes Payable | H8 | Floor Plan - New Trucks | (\$1,408,384 |
| | WIL-1-18000-00 | FIXED ASSETS | FIXED ASSET | \$0.00 | Accruals | I10 | Pension Fund / Profit Sharing | (\$9,000 |
| /1 1 19000 00 | WTL 1 18000 01 | LAND | EIVED ACCET | ₽EO 166 6E ▼ | Accruals | I12 | Other Accrued Liabilities | \$ |
| | | | | (\$563,625.12) | Accruals | I13 | Intercompany Payables - Current | (\$95,435 |
| | | | | | . 100 0010 | 1 4 4 4 | c. company rayubica Currette | (450,100 |

If they do not, first check to see if you missed any accounts when mapping. Click the filter in the upper right of the NAV COA Description row and click on the blank line in between Custom and the first description line. If you see any accounts that have Amounts but the mapping is blank, map according to the instructions above.



The second thing to check is if you have any Inactive accounts that either have or have not been mapped in your list. If once you click all the filters off by clicking the red X in the lower left corner of the left box, the totals match then you are fine. IF they still don't match then check the inactive accounts for blank CNH mapping using the same process above. Since both balances now equal, I can continue with the process.



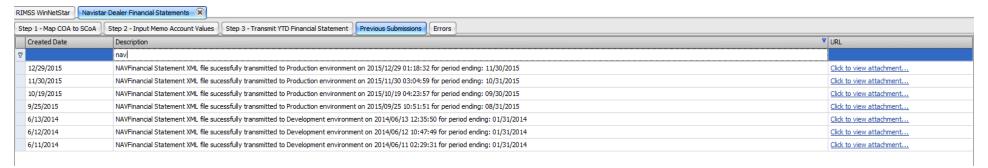
Click on the Step 2 – Input Memo Account Values tab. Any values required by Navistar that are not filled in by Winnetstar must be filled in manually. Check with Navistar customer support for the required fields

| p 1 - Map COA to SCoA Step 2 - Inpu | ut Memo Account Values Step 3 - Transmit YTD Financial Statement | Previous Submissions Errors | | | | | | | |
|---|--|---------------------------------------|---------------------|-----------------|---|--|--|--|--|
| Drag a column header here to group by that column | | | | | | | | | |
| Section | Group Name | Item Name | Non-Monetary Amount | Monetary Amount | | | | | |
| | | | | | | | | | |
| Body Shop Sales | RO Count | Customer Labor | | 0 | 0 | | | | |
| Body Shop Sales | RO Count | Warranty Labor | | 0 | 0 | | | | |
| lody Shop Sales | RO Count | Internal Labor | | 0 | 0 | | | | |
| lody Shop Sales | RO Count | Sublet Labor | | 0 | 0 | | | | |
| ody Shop Sales | RO Count | Paint and Materials | | 0 | 0 | | | | |
| nventory Aging | Bodies - Units | 0 to 90 days | | 0 | | | | | |
| nventory Aging | International Class 4-5 - Units | 0 to 90 days | | 0 | | | | | |
| nventory Aging | International Class 6-7 - Units | 0 to 90 days | | 0 | (| | | | |
| iventory Aging | International Class 8 - Units | 0 to 90 days | | 0 | | | | | |
| eventory Aging | Other - Units | 0 to 90 days | | 0 | | | | | |
| iventory Aging | Other Class 4-5 - Units | 0 to 90 days | | 0 | | | | | |
| iventory Aging | Other Class 4-3 - Units | 0 to 90 days | | 0 | | | | | |
| iventory Aging | Other Class 8 - 7 - Onits Other Class 8 - Units | 0 to 90 days | | 0 | | | | | |
| nventory Aging | Trailers - Units | 0 to 90 days | | 0 | | | | | |
| | | · · · · · · · · · · · · · · · · · · · | | 0 | | | | | |
| ventory Aging | Bodies - Units | 91 to 180 days | | - | | | | | |
| ventory Aging | International Class 4-5 - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | International Class 6-7 - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | International Class 8 - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | Other - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | Other Class 4-5 - Units | 91 to 180 days | | 0 | | | | | |
| iventory Aging | Other Class 6-7 - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | Other Class 8 - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | Trailers - Units | 91 to 180 days | | 0 | | | | | |
| ventory Aging | Bodies - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | International Class 4-5 - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | International Class 6-7 - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | International Class 8 - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | Other - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | Other Class 4-5 - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | Other Class 6-7 - Units | 181 to 270 days | | 0 | | | | | |
| iventory Aging | Other Class 8 - Units | 181 to 270 days | | 0 | | | | | |
| ventory Aging | Trailers - Units | 181 to 270 days | | 0 | | | | | |
| iventory Aging | Bodies - Units | 271 to 365 days | | 0 | | | | | |
| iventory Aging | International Class 4-5 - Units | 271 to 365 days | | 0 | | | | | |
| iventory Aging | International Class 6-7 - Units | 271 to 365 days | | 0 | | | | | |
| iventory Aging | International Class 8 - Units | 271 to 365 days | | 0 | | | | | |
| iventory Aging | Other - Units | 271 to 365 days | | 0 | | | | | |
| iventory Aging | Other Class 4-5 - Units | 271 to 365 days 271 to 365 days | | 0 | | | | | |
| ventory Aging | Other Class 6-7 - Units | 271 to 365 days | | 0 | | | | | |
| entory Aging | Other Class 8 - Units | 271 to 365 days 271 to 365 days | | 0 | | | | | |
| | Trailers - Units | · · · · · · · · · · · · · · · · · · · | | 0 | | | | | |
| ventory Aging | | 271 to 365 days | | | | | | | |
| ventory Aging | Bodies - Units | More than 365 days | | 0 | | | | | |
| ventory Aging | International Class 4-5 - Units | More than 365 days | | 0 | | | | | |
| iventory Aging | International Class 6-7 - Units | More than 365 days | | 0 | | | | | |
| nventory Aging | International Class 8 - Units | More than 365 days | | 0 | | | | | |
| nventory Aging | Other - Units | More than 365 days | | 0 | | | | | |

Once comfortable with the report, click the Step 4 – Transmit YTD Financial Statement tab. Make sure the dot is in the Production position, then click the Transmit Financial Statement button. You will receive a confirmation that transmission was successful.



If you wish to view previous submissions, click the Previous Submissions tab, then click "Click to View Attachment" on the line you wish to view.



If you encounter errors, you can click on the Errors tab and click the Check for Errors button. If errors are found, please contact support for correction assistance.

