

aler Academy	Class -ID No.	ATD039-16					DEALER ACADEMY USED TRUCK SPECIAL STUDY										
	Name	Alan Schroeder															
	Phone Number	559-905-2402															
B	C	D	E	F	G	H	I	J	K	L	M	N					
<u>Model Year</u>	<u>Market</u>	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	<u>Days In Stock</u>	<u>Transaction Type</u> Retail = 1 Wholesale = 2	<u>Trade with</u>					
(4 digits)	<u>Segment</u>			<u>Reading</u>								<u>purchase</u>					
												1= yes					
												2=No					
2016	Class 8	Freightliner	Sleeper	508798	\$ 74,950	\$ 106	\$ 634	\$ 2,238	\$ 715	34	1	2					
2015	Class 8	Freightliner	Sleeper	538377	\$ 45,000	\$ -	\$ 2,348	\$ 454	\$ -	1253	1	2					
2014	Class 8	Freightliner	Sleeper	753599	\$ 29,950	\$ (6,657.12)	\$ -	\$ -	\$ -	90	1	2					
2014	Class 8	Freightliner	Sleeper	556028	\$ 36,000	\$ 1,684.47	\$ -	\$ 1,521	\$ 715	194	1	2					
2015	Class 8	Freightliner	Sleeper	533868	\$ 54,000	\$ 4,500.00	\$ 1,858	\$ 1,970	\$ -	219	1	2					
2016	Class 8	Freightliner	Sleeper	334748	\$ 70,450	\$ 3,522.50	\$ 5,422	\$ 4,518	\$ 1,641	121	1	2					
2016	Class 8	Freightliner	Sleeper	384437	\$ 68,000	\$ 3,219.70	\$ 1,192	\$ 7,605	\$ 715	133	1	2					
2014	Class 8	Freightliner	Sleeper	583958	\$ 42,950	\$ 1,991.37	\$ 622	\$ 2,013	\$ 715	228	1	2					
2014	Class 8	Freightliner	Sleeper	474086	\$ 32,135	\$ (13,120.00)	\$ -	\$ 651	\$ 715	331	2	2					
2014	Class 8	Freightliner	Sleeper	495553	\$ 33,055	\$ (13,445.73)	\$ -	\$ 3,176	\$ 715	518	2	2					
2014	Class 8	Freightliner	Sleeper	474981	\$ 32,135	\$ (12,971.19)	\$ -	\$ 2,125	\$ 988	331	2	2					
2014	Class 8	Freightliner	Sleeper	497340	\$ 32,135	\$ (12,970.00)	\$ -	\$ 2,050	\$ 1,031	331	2	2					
2014	Class 8	Freightliner	Sleeper	572070	\$ 30,295	\$ (11,155.53)	\$ -	\$ 868	\$ -	391	2	2					
2014	Class 8	Freightliner	Sleeper	592193	\$ 31,215	\$ (9,530.00)	\$ -	\$ 4,574	\$ 715	331	2	2					
2014	Class 8	Freightliner	Sleeper	571789	\$ 32,135	\$ (8,420.00)	\$ -	\$ 1,777	\$ -	391	2	2					
2014	Class 8	Freightliner	Sleeper	574527	\$ 33,055	\$ (7,500.00)	\$ -	\$ 1,126	\$ -	391	2	2					
2014	Class 8	Freightliner	Sleeper	454888	\$ 37,655	\$ (7,957.17)	\$ -	\$ 712	\$ 715	518	2	2					
2014	Class 8	Freightliner	Sleeper	476585	\$ 37,655	\$ (7,400.00)	\$ -	\$ 1,846	\$ 1,064	331	2	2					

O	P
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5=Finance Co	Non-Franc
6=Off Lease	Out-of-line
7=Direct Purchase	= 2
8= Dealer Consignment	
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(4 digits)	<u>Segment</u>			<u>Reading</u>								<u>purchase</u>					
												1= yes 2=No					
2015	Class 8	Freightliner	Sleeper	496096	\$ 42,255	\$ (8,221.57)	\$ -	\$ 2,452	\$ 715	519	2	2					
2014	Class 8	Freightliner	Sleeper	529921	\$ 35,815	\$ (4,740.04)	\$ -	\$ 1,814	\$ 715	519	2	2					
2014	Class 8	Freightliner	Sleeper	424927	\$ 42,255	\$ (5,236.57)	\$ -	\$ 445	\$ 715	455	2	2					
2014	Class 8	Freightliner	Sleeper	495436	\$ 37,655	\$ (1,658.40)	\$ -	\$ 442	\$ 715	455	2	2					
2015	Class 8	Freightliner	Sleeper	379617	\$ 69,950	\$ 6,995.00	\$ 5,265	\$ 683	\$ -	142	1	2					
2015	Class 8	Freightliner	Sleeper	505705	\$ 41,000	\$ 176.62	\$ -	\$ 2,214	\$ 715	29	1	2					
2014	Class 8	Freightliner	Sleeper	469114	\$ 49,950	\$ 4,995.00	\$ 512	\$ 3,474	\$ 715	221	1	2					
2015	Class 8	Freightliner	Sleeper	503931	\$ 41,000	\$ 412.44	\$ -	\$ 1,053	\$ 715	46	1	2					
2014	Class 8	Freightliner	Sleeper	506424	\$ 39,000	\$ 3,450.00	\$ 716	\$ 454	\$ 715	74	1	2					
2015	Class 8	Freightliner	Sleeper	370288	\$ 66,500	\$ 5,345.00	\$ 4,468	\$ 162	\$ -	184	1	2					
2015	Class 8	Freightliner	Sleeper	414950	\$ 62,000	\$ 2,338.97	\$ 3,849	\$ 1,405	\$ -	252	1	2					
2014	Class 8	Freightliner	Sleeper	676655	\$ 37,950	\$ 387.33	\$ 2,225	\$ -	\$ -	72	1	2					
2014	Class 8	Freightliner	Sleeper	394592	\$ 59,450	\$ (4,518.25)	\$ 2,458	\$ 1,520	\$ 715	115	1	2					
2014	Class 8	Freightliner	Sleeper	513062	\$ 49,450	\$ 6,805.84	\$ 2,458	\$ 454	\$ 715	242	1	2					
2015	Class 8	Freightliner	Sleeper	378078	\$ 66,000	\$ 3,692.09	\$ -	\$ 1,435	\$ 715	225	1	2					
2015	Class 8	Freightliner	Sleeper	446534	\$ 64,950	\$ 5,083.93	\$ -	\$ 3,483	\$ -	113	1	2					
2015	Class 8	Freightliner	Sleeper	386821	\$ 52,000	\$ (9,155.00)	\$ -	\$ 1,043	\$ 715	277	2	2					
2015	Class 8	Freightliner	Sleeper	387798	\$ 52,000	\$ (9,155.00)	\$ -	\$ 716	\$ 715	235	2	2					
2015	Class 8	Freightliner	Sleeper	389668	\$ 52,000	\$ (9,155.00)	\$ -	\$ 1,016	\$ 715	216	2	2					
2015	Class 8	Freightliner	Sleeper	393931	\$ 52,000	\$ (9,155.00)	\$ -	\$ 819	\$ 715	319	2	2					
2015	Class 8	Freightliner	Sleeper	374664	\$ 52,000	\$ (9,155.00)	\$ -	\$ 1,054	\$ 715	235	2	2					
2015	Class 8	Freightliner	Sleeper	394594	\$ 52,000	\$ (9,155.00)	\$ -	\$ 1,464	\$ 715	270	2	2					
2015	Class 8	Freightliner	Sleeper	378495	\$ 52,000	\$ (9,155.00)	\$ -	\$ 2,258	\$ 715	301	2	2					
2015	Class 8	Freightliner	Sleeper	416612	\$ 52,000	\$ (7,233.58)	\$ -	\$ 230	\$ -	333	2	2					
2015	Class 8	Freightliner	Sleeper	399453	\$ 52,000	\$ (7,119.84)	\$ -	\$ 1,452	\$ 715	238	2	2					
2015	Class 8	Freightliner	Sleeper	457351	\$ 52,000	\$ (6,698.50)	\$ -	\$ 1,133	\$ -	259	2	2					
2015	Class 8	Freightliner	Sleeper	400695	\$ 52,000	\$ (6,575.99)	\$ -	\$ 663	\$ 715	235	2	2					

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<u>Model Year</u> (4 digits)	<u>Market</u> <u>Segment</u>	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u> <u>Reading</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	<u>Days In Stock</u>	<u>Transaction</u> <u>Type</u> Retail = 1 Wholesale = 2	<u>Trade with</u> <u>purchase</u> 1= yes 2=No				
2015	Class 8	Freightliner	Sleeper	437078	\$ 52,000	\$ (6,510.00)	\$ -	\$ 808	\$ 715	301	2	2				
2015	Class 8	Freightliner	Sleeper	403663	\$ 52,000	\$ (6,455.00)	\$ -	\$ 852	\$ 715	310	2	2				
2015	Class 8	Freightliner	Sleeper	408531	\$ 52,000	\$ (6,455.00)	\$ -	\$ 1,605	\$ 715	234	2	2				
2015	Class 8	Freightliner	Sleeper	420078	\$ 52,000	\$ (6,455.00)	\$ -	\$ -	\$ -	319	2	2				
2015	Class 8	Freightliner	Sleeper	413320	\$ 52,000	\$ (6,455.00)	\$ -	\$ -	\$ -	259	2	2				
2015	Class 8	Freightliner	Sleeper	447623	\$ 52,000	\$ (6,455.00)	\$ -	\$ 734	\$ 715	243	2	2				
2015	Class 8	Freightliner	Sleeper	422655	\$ 52,000	\$ (6,455.00)	\$ -	\$ 766	\$ 715	301	2	2				
2015	Class 8	Freightliner	Sleeper	429861	\$ 52,000	\$ (6,455.00)	\$ -	\$ 1,562	\$ 715	270	2	2				
2015	Class 8	Freightliner	Sleeper	445351	\$ 52,000	\$ (6,455.00)	\$ -	\$ 1,358	\$ 715	319	2	2				
2015	Class 8	Freightliner	Sleeper	423498	\$ 52,000	\$ (6,455.00)	\$ -	\$ 1,324	\$ 715	319	2	2				
2015	Class 8	Freightliner	Sleeper	401953	\$ 52,000	\$ (6,455.00)	\$ -	\$ 742	\$ 715	227	2	2				
2016	Class 8	Freightliner	Sleeper	349288	\$ 26,000	\$ 1,000.00	\$ 1,066	\$ -	\$ -	1141	1	2				
2014	Class 8	Freightliner	Sleeper	649236	\$ 43,450	\$ 6,521.56	\$ 1,718	\$ 3,644	\$ -	196	1	2				
2014	Class 8	Freightliner	Sleeper	551001	\$ 45,000	\$ (5,815.86)	\$ -	\$ 6,259	\$ 715	90	1	2				
2014	Class 8	Freightliner	Sleeper	480720	\$ 44,950	\$ 6,230.00	\$ -	\$ 912	\$ 715	27	1	2				
2014	Class 8	Freightliner	Sleeper	584495	\$ 36,450	\$ (10,094.66)	\$ 790	\$ 108	\$ -	90	1	2				
2016	Class 8	Freightliner	Sleeper	421428	\$ 58,450	\$ 0.03	\$ 1,488	\$ -	\$ -	1166	1	2				
2014	Class 8	Freightliner	Sleeper	595765	\$ 36,950	\$ 1,307.24	\$ 2,098	\$ 2,412	\$ -	92	1	2				
2014	Class 8	Freightliner	Sleeper	584220	\$ 36,950	\$ 2,125.76	\$ 574	\$ 625	\$ -	92	1	2				
2014	Class 8	Freightliner	Sleeper	495876	\$ 36,950	\$ 1,098.00	\$ -	\$ 1,923	\$ 715	96	1	2				
2015	Class 8	Freightliner	Sleeper	378502	\$ 62,450	\$ 4,318.39	\$ 3,550	\$ 2,763	\$ 1,713	99	1	2				
2014	Class 8	Freightliner	Sleeper	499507	\$ 52,950	\$ 5,943.41	\$ 2,702	\$ 1,320	\$ 715	43	1	2				
2016	Class 8	Freightliner	Sleeper	354043	\$ 74,000	\$ 5,669.96	\$ -	\$ 1,200	\$ -	3	1	2				
2015	Class 8	Freightliner	Sleeper	376931	\$ 67,950	\$ 4,237.77	\$ 3,862	\$ 873	\$ -	223	1	2				
2014	Class 8	Freightliner	Sleeper	357774	\$ 56,000	\$ 3,615.00	\$ 1,982	\$ 1,415	\$ 1,048	120	1	2				
2014	Class 8	Freightliner	Sleeper	585036	\$ 51,950	\$ 5,110.89	\$ 2,445	\$ 2,974	\$ 715	24	1	2				
2014	Class 8	Freightliner	Sleeper	414992	\$ 57,950	\$ 5,565.00	\$ -	\$ 4,435	\$ 781	118	1	2				

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6=Off Lease	Out-of-line
7=Direct Purchase	= 2
8= Dealer Consignment	
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<u>Model Year</u>	<u>Market</u>	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	<u>Days In Stock</u>	<u>Transaction Type</u> Retail = 1 Wholesale = 2	<u>Trade with</u>
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												1= yes
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2014	Class 8	Freightliner	Sleeper	617985	\$ 44,950	\$ 3,256.55	\$ 2,390	\$ 2,922	\$ 715	132	1	2
2016	Class 8	Freightliner	Sleeper	353348	\$ 74,950	\$ 7,268.63	\$ 3,476	\$ 2,527	\$ 550	36	1	2
2014	Class 8	Freightliner	Sleeper	765305	\$ 33,450	\$ 1,950.00	\$ -	\$ 411	\$ -	364	1	2
2016	Class 8	Freightliner	Sleeper	341220	\$ 73,000	\$ 5,187.33	\$ -	\$ 1,258	\$ -	20	1	2
2016	Class 8	Freightliner	Sleeper	326423	\$ 64,950	\$ 9,765.49	\$ 2,571	\$ 1,716	\$ 824	23	1	2
2016	Class 8	Freightliner	Sleeper	344108	\$ 74,950	\$ 8,873.72	\$ 4,805	\$ 1,539	\$ -	0	1	2
2017	Class 8	Freightliner	Sleeper	387782	\$ 78,600	\$ 8,354.43	\$ 3,256	\$ 652	\$ -	14	1	2
2015	Class 8	Freightliner	Sleeper	762604	\$ 37,500	\$ (1,436.08)	\$ 791	\$ 1,147	\$ -	59	1	2
2015	Class 8	Freightliner	Sleeper	467529	\$ 68,000	\$ 1,582.28	\$ 3,409	\$ 1,156	\$ -	11	1	2
2016	Class 8	Freightliner	Sleeper	357298	\$ 64,950	\$ 6,876.91	\$ -	\$ 3,355	\$ 550	23	1	2
2016	Class 8	Freightliner	Sleeper	358246	\$ 64,950	\$ 7,382.89	\$ 1,941	\$ 2,960	\$ 550	55	1	2
2014	Class 8	Freightliner	Sleeper	676655	\$ 38,000	\$ 2,045.00	\$ -	\$ -	\$ -	217	1	2
2016	Class 8	Freightliner	Sleeper	356795	\$ 74,950	\$ 5,054.42	\$ 125	\$ 2,114	\$ 550	39	1	2
2015	Class 8	Freightliner	Sleeper	554266	\$ 54,200	\$ 4,745.00	\$ 1,835	\$ 4,560	\$ 2,882	191	1	2
2016	Class 8	Freightliner	Sleeper	361312	\$ 72,950	\$ 7,141.85	\$ -	\$ 2,290	\$ 715	154	1	2
2016	Class 8	Freightliner	Sleeper	379294	\$ 74,950	\$ 6,553.65	\$ 6,689	\$ 1,191	\$ 550	45	1	2
2016	Class 8	Freightliner	Sleeper	372947	\$ 74,950	\$ 8,683.58	\$ 6,689	\$ 3,509	\$ 550	49	1	2
2016	Class 8	Freightliner	Sleeper	515901	\$ 72,950	\$ 8,825.00	\$ -	\$ 984	\$ 715	21	1	2
2016	Class 8	Freightliner	Sleeper	502807	\$ 59,950	\$ 6,596.52	\$ -	\$ 667	\$ -	47	1	2
2016	Class 8	Freightliner	Sleeper	381369	\$ 74,950	\$ 5,021.14	\$ 2,890	\$ 2,517	\$ -	53	1	2
2015	Class 8	Freightliner	Sleeper	476746	\$ 68,000	\$ 9,622.48	\$ -	\$ 1,544	\$ 715	32	1	2
2016	Class 8	Freightliner	Sleeper	379714	\$ 74,950	\$ 8,843.72	\$ -	\$ 3,342	\$ 803	60	1	2
2015	Class 8	Freightliner	Sleeper	328301	\$ 59,947	\$ (3,804.26)	\$ -	\$ 1,676	\$ 803	340	1	2
2015	Class 8	Freightliner	Sleeper	370890	\$ 64,950	\$ 8,741.61	\$ -	\$ 2,600	\$ 715	88	1	2
2016	Class 8	Freightliner	Sleeper	398706	\$ 74,950	\$ 6,491.65	\$ -	\$ 1,133	\$ 550	64	1	2
2017	Class 8	Freightliner	Sleeper	417088	\$ 79,950	\$ 6,504.66	\$ -	\$ 1,707	\$ 1,160	63	1	2
2016	Class 8	Freightliner	Sleeper	590225	\$ 39,950	\$ 4,674.33	\$ -	\$ 1,227	\$ 715	44	1	2

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2017	Class 8	Freightliner	Sleeper	427435	\$ 79,950	\$ 7,626.48	\$ -					\$ 757	\$ 715	60	1	2

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