

DEALER ACADEMY USED TRUCK SPECIAL STUDY												
aler Academy	Class -ID No.	ATD039										
	Name	Steve Altland										
	Phone Number											
B	C	D	E	F	G	H	I	J	K	L	M	N
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with purchase 1= yes 2=No
(4 digits)	Segment			Reading								
2013	Class 8	PETERBILT	Day Cab	298448	\$ 52,000	\$ 8,163	\$ 841	\$ 3,836	\$ -	43	1	1
2013	Class 8	KENWORTH	Sleeper	610110	\$ 43,000	\$ 1,100.00	\$ 389	\$ -	\$ -	1	2	2
2012	Class 8	VOLVO	Sleeper	779912	\$ 22,250	\$ 706.28	\$ -	\$ 543	\$ -	60	2	2
2012	Class 8	VOLVO	Sleeper	695817	\$ 24,500	\$ 1,113.00	\$ -	\$ 137	\$ -	60	2	2
2015	Class 8	KENWORTH	Sleeper	138479	\$ 83,000	\$ 8,518.00	\$ -	\$ 7,481	\$ -	52	1	2
2011	Class 8	VOLVO	Sleeper	714071	\$ 17,500	\$ 799.00	\$ -	\$ 700	\$ -	60	2	2
2011	Medium Duty	KENWORTH	Day Cab	94150	\$ 31,000	\$ 3,437.00	\$ -	\$ 507	\$ 55	211	1	2
2008	Class 8	MACK	Day Cab	496299	\$ 30,000	\$ 6,831.00	\$ -	\$ 1,168	\$ -	55	1	1
2005	Class 8	KENWORTH	Sleeper	460217	\$ 39,000	\$ 12,603.00	\$ -	\$ 1,096	\$ 300	41	1	1
2003	Class 8	KENWORTH	Day Cab	1276842	\$ 41,800	\$ 7,229.00	\$ -	\$ 9,359	\$ 1,210	168	1	1
2008	Class 8	KENWORTH	Sleeper	674831	\$ 31,500	\$ 500.00	\$ 632	\$ -	\$ -	1	1	1
2007	Class 8	KENWORTH	Sleeper	751233	\$ 19,000	\$ 500.00	\$ -	\$ -	\$ -	1	1	1
2014	Class 8	PETERBILT	Sleeper	367258	\$ 76,000	\$ 17,721.00	\$ -	\$ 4,086	\$ 1,040	91	1	1
2010	Class 8	PETERBILT	Sleeper	571889	\$ 17,100	\$ 2,283.00	\$ -	\$ 695	\$ 121	55	2	2
2006	Class 8	PETERBILT	Sleeper	599327	\$ 55,000	\$ -	\$ -	\$ -	\$ -	1	1	1
2009	Class 8	KENWORTH	Day Cab	801450	\$ 34,200	\$ 4,662.00	\$ -	\$ 1,321	\$ 716	36	1	1
2015	Class 8	KENWORTH	Sleeper	476807	\$ 70,000	\$ (2,503.00)	\$ -	\$ 18,000	\$ 2,000	196	1	1
2005	Class 8	KENWORTH	Sleeper	622375	\$ 24,700	\$ (2,076.00)	\$ -	\$ 1,326	\$ 450	52	2	1

O	P
Source of Veh Sold:	Franchise
1=Trade frm New Veh	
2=Trade frm Used Veh	In-line
3=Repossession	= 1
4=Auction	
5=Finance Co	Non-Franc
6=Off Lease	Out-of-line
7=Direct Purchase	= 2
8= Dealer Consignment	
1	2
7	1
7	2
7	2
4	1
4	2
6	1
1	1
1	1
2	2
8	1
8	1
1	2
4	2
8	2
1	1
1	1
4	1

