





aler Academy	Class -ID No.	ATD 39-26					<b>DEALER ACADEMY USED TRUCK SPECIAL STUDY</b>										
	Name	Justin Hageness															
	Phone Number	406-533-5544															
B	C	D	E	F	G	H	I	J	K	L	M	N					
<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 &amp; 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					
2008	Medium Duty	Other	Other	64069	\$ 18,500	\$ (30,178)	\$ -	\$ 1,766	\$ -	1000	1	2					
2002	Medium Duty	International	Other	162115	\$ 6,250	\$ 1,750.00	\$ -	\$ -	\$ -	639	1	2					
2012	Medium Duty	International	Other	171797	\$ 71,500	\$ 582.00	\$ -	\$ 918	\$ -	187	1	2					
2011	Medium Duty	International	Other	65242	\$ 30,200	\$ 2,200.00	\$ -	\$ -	\$ -	54	1	2					
2011	Medium Duty	International	Other	86708	\$ 28,500	\$ 500.00	\$ -	\$ -	\$ -	54	1	2					
2013	Medium Duty	International	Other	58116	\$ 59,000	\$ (1,025.00)	\$ -	\$ 1,200	\$ -	45	1	2					
2012	Medium Duty	International	Other	104464	\$ 59,000	\$ (4,025.00)	\$ -	\$ 1,200	\$ -	45	1	2					
2015	Class 8	International	Sleeper	273863	\$ 51,000	\$ 3,400.00	\$ -	\$ -	\$ -	12	1	2					
2001	Medium Duty	International	Other	150053	\$ 4,000	\$ 3,000.00	\$ -	\$ -	\$ -	31	1	2					
2004	Medium Duty	International	Other	152911	\$ 6,500	\$ 2,500.00	\$ -	\$ 1,327	\$ -	723	1	2					
1998	Medium Duty	International	Other	194660	\$ 2,500	\$ 1,300.00	\$ -	\$ -	\$ -	52	1	2					
2008	Medium Duty	Freightliner	Other	127714	\$ 19,000	\$ (5,379.00)	\$ -	\$ 379	\$ -	36	2	2					
2008	Medium Duty	Freightliner	Other	113641	\$ 19,000	\$ (5,379.00)	\$ -	\$ 379	\$ -	36	2	2					
2008	Medium Duty	Freightliner	Other	110243	\$ 19,000	\$ (5,379.00)	\$ -	\$ 379	\$ -	36	2	2					
2008	Medium Duty	Freightliner	Other	84171	\$ 19,000	\$ (5,379.00)	\$ -	\$ 379	\$ -	36	2	2					
2008	Medium Duty	Freightliner	Other	127376	\$ 19,000	\$ (5,379.00)	\$ -	\$ 379	\$ -	36	2	2					
2011	Class 8	Kenworth	Sleeper	590560	\$ 32,650	\$ 6,150.00	\$ -	\$ -	\$ -	150	1	2					
2012	Class 8	International	Sleeper	346788	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	12	1	2					



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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					purchase
(4 digits)	Segment		Reading									1= yes
												2=No
2012	Class 8	International	Sleeper	324776	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	12	1	2
2012	Class 8	International	Sleeper	320615	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	12	1	2
2012	Class 8	International	Sleeper	380715	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	12	1	2
2008	Medium Duty	Freightliner	Other	87007	\$ 24,000	\$ -	\$ -	\$ -	\$ -	69	1	2
2012	Class 8	International	Sleeper	327985	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	65	1	2
2007	Medium Duty	Other	Other	58839	\$ 12,000	\$ 1,405.00	\$ -	\$ 2,896	\$ -	58	1	2
1996	Medium Duty	International	Other	150642	\$ 2,000	\$ 615.40	\$ -	\$ -	\$ -	519	1	2
2001	Medium Duty	International	Other	163289	\$ 6,000	\$ 4,266.50	\$ -	\$ 1,234	\$ -	364	1	2
2012	Class 8	International	Sleeper	334503	\$ 22,500	\$ 5,500.00	\$ -	\$ -	\$ -	97	1	2
2012	Class 8	International	Sleeper	411761	\$ 22,500	\$ 6,000.00	\$ -	\$ -	\$ -	13	1	2
2012	Class 8	International	Sleeper	312164	\$ 22,500	\$ 6,000.00	\$ -	\$ -	\$ -	13	1	2
2011	Medium Duty	International	Medium Conv	103416	\$ 36,000	\$ 5,049.00	\$ -	\$ 951	\$ -	326	1	2
1999	Medium Duty	International	Other	121312	\$ 2,000	\$ 500.00	\$ -	\$ -	\$ -	1000	1	2
1996	Medium Duty	Other	Other	148157	\$ 3,500	\$ 2,500.00	\$ -	\$ -	\$ -	689	1	2
1996	Medium Duty	International	Other	24959	\$ 5,050	\$ 4,000.00	\$ -	\$ -	\$ -	643	1	2
1996	Medium Duty	International	Other	39125	\$ 5,700	\$ 4,700.00	\$ -	\$ -	\$ -	614	1	2
1994	Medium Duty	International	Other	119139	\$ 4,050	\$ 3,050.00	\$ -	\$ -	\$ -	586	1	2
1997	Medium Duty	Freightliner	Other	119955	\$ 5,700	\$ 4,400.00	\$ -	\$ -	\$ -	652	1	2
1994	Medium Duty	Other	Other	181540	\$ 5,050	\$ 4,050.00	\$ -	\$ -	\$ -	637	1	2
1993	Medium Duty	Other	Other	145663	\$ 5,050	\$ 4,000.00	\$ -	\$ -	\$ -	637	1	2
1994	Medium Duty	International	Other	149825	\$ 5,050	\$ 4,000.00	\$ -	\$ -	\$ -	386	1	2
1994	Medium Duty	Other	Other	191681	\$ 5,050	\$ 4,000.00	\$ -	\$ -	\$ -	423	1	2
1991	Medium Duty	International	Other	146149	\$ 4,550	\$ 3,500.00	\$ -	\$ -	\$ -	648	1	2
1991	Medium Duty	International	Other	162230	\$ 4,550	\$ 3,500.00	\$ -	\$ -	\$ -	648	1	2
1994	Medium Duty	International	Other	226490	\$ 4,550	\$ 3,000.00	\$ -	\$ -	\$ -	789	1	2
2002	Medium Duty	Other	other	88102	\$ 5,000	\$ 2,639.50	\$ -	\$ 361	\$ -	48	1	2
1998	Medium Duty	International	Other	164613	\$ 5,000	\$ 2,800.00	\$ -	\$ -	\$ -	168	1	2
1990	Medium Duty	Other	Other	147036	\$ 2,000	\$ (558.10)	\$ -	\$ 1,358	\$ -	123	1	2













<b>O</b>	<b>P</b>
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	