

aler Academy	Class -ID No.	040-10					DEALER ACADEMY USED TRUCK SPECIAL STUDY										
	Name	Charlie Hopkins															
	Phone Number	423-714-6451															
B	C	D	E	F	G	H	I	J	K	L	M	N					
								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	
2006	Medium Duty	Ford	Medium Conv	271276	\$ 12,000	\$ 2,132	\$ -	\$ 868	\$ -	207	1	2					
2007	Medium Duty	International	Medium Conv	178565	\$ 23,100	\$ 5,392.00	\$ -	\$ 3,108	\$ 8,100	123	1	1					
2012	Class 8	Freightliner	Sleeper	543696	\$ 34,500	\$ 8,817.00	\$ 1,744	\$ 2,580	\$ -	196	1	2					
2012	Class 8	Freightliner	Sleeper	610004	\$ 34,500	\$ 10,649.00	\$ 1,744	\$ 748	\$ -	196	1	2					
2007	Class 8	Freightliner	Day Cab	364676	\$ 22,000	\$ 12,626.00	\$ -	\$ 1,874	\$ -	38	1	2					
2014	Class 8	International	Sleeper	372198	\$ 62,500	\$ 10,675.00	\$ 1,268	\$ 789	\$ 4,537	51	1	1					
2005	Medium Duty	International	Medium Conv	447979	\$ 6,979	\$ 1,210.00	\$ -	\$ 2,969	\$ -	77	2	2					
2014	Class 8	International	Sleeper	442315	\$ 55,000	\$ 10,008.00	\$ -	\$ 2,492	\$ -	148	1	2					
2012	Class 8	Freightliner	Sleeper	564093	\$ 43,200	\$ 11,810.00	\$ 606	\$ 1,178	\$ 2,179	49	1	1					
2007	Class 8	Freightliner	Day Cab	412245	\$ 18,554	\$ 11,069.00	\$ -	\$ 484	\$ -	20	1	2					
2012	Class 8	Freightliner	Sleeper	523568	\$ 36,800	\$ 3,371.00	\$ -	\$ 2,188	\$ 2,814	180	1	1					
2006	Medium Duty	Ford	Medium Conv	271276	\$ 12,000	\$ 2,132.00	\$ -	\$ 793	\$ 75	207	1	2					
2006	Medium Duty	Freightliner	Medium Conv	242613	\$ 6,381	\$ (14,937.00)	\$ -	\$ 3,507	\$ 420	809	2	2					
2007	Medium Duty	International	Medium Conv	332528	\$ 7,976	\$ 1,176.00	\$ -	\$ -	\$ 300	288	2	2					
2006	Class 8	Peterbilt	Day Cab	1061273	\$ 26,919	\$ 6,469.00	\$ -	\$ 451	\$ 425	9	2	2					
2012	Medium Duty	International	Medium Conv	167811	\$ 20,750	\$ (2,450.00)	\$ -	\$ -	\$ 200	293	2	2					
2007	Class 8	Freightliner	Sleeper	431640	\$ 24,631	\$ 7,886.00	\$ -	\$ 4,616	\$ 4,125	36	1	2					
2011	Medium Duty	International	Medium Conv	167790	\$ 11,266	\$ (2,838.00)	\$ -	\$ 1,445	\$ -	269	1	2					

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
1	1
7	2
7	2
7	2
7	1
1	1
7	1
7	2
7	2
7	2
1	2
2	2
1	1
2	2
1	1
7	2
1	1

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