

aler Academy Class -ID No.		040-27		DEALER ACADEMY USED TRUCK SPECIAL STUDY								
Name		Ray Schmidt										
Phone Number		503-972-0310										
B	C	D	E	F	G	H	I	J	K	L	M	N
Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	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
2013	Class 8	Peterbilt	Sleeper	476901	###	\$ 6,451.96	\$ -	###	\$ -	45	1	2
2014	Class 8	Freightliner	Sleeper	426624	###	\$ 6,581.19	\$ -	\$ -	\$ -	60	1	2
2008	Class 8	Peterbilt	Sleeper	1234502	###	\$(8,860.57)	\$ -	0	\$ -	340	1	2
2015	Class 8	Volvo	Sleeper	638318	###	\$ 1,250.00	\$ -	\$ -	\$ -	1	1	2
2015	Class 8	Volvo	Sleeper	207210	###	\$ 9,515.00	\$ -	###	\$ -	1	1	2
2016	Class 8	Freightliner	Sleeper	497091	###	\$ 3,180.38	\$ -	###	\$ -	40	1	2
2016	Class 8	Freightliner	Sleeper	325355	###	\$ 1,402.20	\$ -	###	\$ -	7	2	2
2016	Class 8	Freightliner	Sleeper	288470	###	\$ 2,152.20	\$ -	###	\$ -	7	2	2
2016	Class 8	Freightliner	Sleeper	319648	###	\$ 1,402.20	\$ -	###	\$ -	7	2	2
2016	Class 8	Freightliner	Sleeper	291381	###	\$ 2,500.00	\$ -	###	\$ -	16	2	2
2016	Class 8	Freightliner	Sleeper	274173	###	\$ 6,600.00	\$ -	###	\$ -	4	2	2
2016	Class 8	Freightliner	Sleeper	292476	###	\$ 6,600.00	\$ -	###	\$ -	4	2	2
2016	Class 8	Freightliner	Sleeper	271967	###	\$ 6,600.00	\$ -	###	\$ -	4	2	2
2016	Class 8	Freightliner	Sleeper	348101	###	\$ 4,899.71	\$ -	\$ 914.79	\$ -	1	2	2
2016	Class 8	Freightliner	Sleeper	348050	###	\$ 5,500.00	\$ -	###	\$ -	1	2	2
2016	Class 8	Freightliner	Sleeper	308214	###	\$ 5,500.00	\$ -	###	\$ -	1	2	2
2016	Class 8	Freightliner	Sleeper	284116	###	\$ 3,750.00	\$ -	###	\$ -	1	2	2
2016	Class 8	Freightliner	Sleeper	255215	###	\$ 3,750.00	\$ -	###	\$ -	1	2	2

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2016	Class 8	Freightliner	Sleeper	281034	###	\$ -	\$ -	\$ -	\$ -	20	2	2
2016	Class 8	Freightliner	Sleeper	272851	###	\$ -	\$ -	\$ -	\$ -	20	2	2
2016	Class 8	Freightliner	Sleeper	315276	###	\$ -	\$ -	\$ -	\$ -	20	2	2
2016	Class 8	Freightliner	Sleeper	316500	###	\$ -	\$ -	\$ -	\$ -	20	2	2
2016	Class 8	Freightliner	Sleeper	304894	###	\$ -	\$ -	\$ -	\$ -	15	2	2
2016	Class 8	Freightliner	Sleeper	329521	###	\$ -	\$ -	\$ -	\$ -	15	2	2
2016	Class 8	Freightliner	Sleeper	343430	###	\$ -	\$ -	\$ -	\$ -	15	2	2
2016	Class 8	Freightliner	Sleeper	311285	###	\$ -	\$ -	\$ -	\$ -	15	2	2
2015	Class 8	Volvo	Sleeper	100000	###	\$ 1,591.00	\$ -	\$ 159.00	\$ -	15	2	2
2015	Class 8	Freightliner	Sleeper	328471	###	\$ 1,005.63	\$ -	\$ 454.29	\$ -	25	2	2
2015	Class 8	Freightliner	Sleeper	342454	###	\$ 649.02	\$ -	\$ 788.03	\$ -	32	2	2
2015	Class 8	Freightliner	Sleeper	297172	###	\$ 748.16	\$ -	###	\$ -	32	2	2
2015	Class 8	Freightliner	Sleeper	328029	###	\$ 8,138.13	\$ -	###	\$ -	30	1	2
2014	Class 8	Kenworth	Sleeper	100000	###	\$(3,919.00)	\$ -	\$ -	\$ -	80	2	2
2014	Class 8	Kenworth	Sleeper	100000	###	\$(3,919.00)	\$ -	\$ -	\$ -	37	2	2
2014	Class 8	Kenworth	Sleeper	100000	###	\$ 750.00	\$ -	\$ -	\$ -	37	2	2
2014	Class 8	Kenworth	Sleeper	100000	###	\$(3,919.00)	\$ -	\$ -	\$ -	37	2	2
2014	Class 8	Kenworth	Sleeper	100000	###	\$ 3,250.00	\$ -	\$ -	\$ -	37	2	2
2015	Class 8	Kenworth	Sleeper	100000	###	\$(3,750.00)	\$ -	\$ -	\$ -	37	2	2
2015	Class 8	Freightliner	Sleeper	154515	###	\$ 7,915.21	\$ -	###	\$ -	37	1	2
2015	Class 8	Freightliner	Sleeper	310311	###	\$ 2,550.51	\$ -	###	\$ -	75	1	2
2016	Class 8	Freightliner	Day Cab	181659	###	\$ 9,567.05	\$ -	###	\$ -	120	1	2
2015	Class 8	Freightliner	Sleeper	300361	###	\$ 5,149.01	\$ -	###	\$ -	37	1	2
2015	Class 8	Freightliner	Sleeper	305003	###	###	\$ -	###	\$ -	120	1	2
2015	Class 8	Freightliner	Sleeper	299487	###	\$ 2,240.22	\$ -	###	\$ -	175	1	2

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Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	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
2015	Class 8	Freightliner	Sleeper	392799	###	\$ 404.25	\$ -	###	\$ -	180	1	2
2015	Class 8	Freightliner	Sleeper	949559	###	\$ 3,218.69	\$ -	###	\$ -	190	1	2
2015	Class 8	Freightliner	Sleeper	375460	###	\$ 2,087.62	\$ -	###	\$ -	215	1	2
2014	Class 8	Freightliner	Sleeper	370144	###	\$(4,384.04)	\$ -	###	\$ -	175	1	2
1995	Class 8	International	Sleeper	176984	\$4,950.23	\$ 3,049.77	\$ -	\$ 87.00	\$ -	175	1	2
2012	Class 8	Freightliner	Day Cab	280730	###	###	\$ -	###	\$ -	115	1	2
2013	Class 8	Freightliner	Sleeper	4500173	###	###	\$ -	###	\$ -	540	1	2
2007	Class 8	Freightliner	Sleeper	195655	###	\$(4,635.48)	\$ -	###	\$ -	45	1	2
2014	Class 8	Volvo	Sleeper	332227	###	\$(6,569.53)	\$ -	###	\$ -	80	1	2
2014	Class 8	Freightliner	Sleeper	519633	###	\$ 3,132.09	\$ -	###	\$ -	210	1	2
2015	Class 8	Freightliner	Sleeper	615456	###	\$ 5,332.91	\$ -	###	\$ -	150	1	2
2016	Class 8	Freightliner	Sleeper	2373	###	###	\$ -	###	\$ -	60	1	2
2016	Class 8	Freightliner	Sleeper	331173	###	###	\$ -	###	\$ -	17	1	2
2017	Class 8	Western Star	Sleeper	187930	###	\$ 5,859.84	\$ -	\$ 70.00	\$ -	37	1	2
2016	Class 8	Western Star	Sleeper	100000	###	###	\$ -	\$ 500.00	\$ -	1	1	2
2016	Class 8	Freightliner	Sleeper	481324	###	\$ 9,009.31	\$ -	###	\$ -	10	1	2
2012	Class 8	Freightliner	Sleeper	427929	###	\$ 7,763.43	\$ -	###	\$ -	50	1	2
2013	Class 8	Freightliner	Sleeper	491724	###	\$ 8,660.91	\$ -	###	\$ -	40	1	2
2014	Class 8	Freightliner	Sleeper	449722	###	\$ 1,905.63	\$ -	###	\$ -	130	1	2
2014	Class 8	Freightliner	Sleeper	350379	###	\$ 2,037.65	\$ -	###	\$ -	160	1	2
2014	Class 8	Freightliner	Sleeper	448392	###	\$ 3,364.34	\$ -	###	\$ -	175	1	2
2014	Class 8	Freightliner	Sleeper	438649	###	\$ 7,447.14	\$ -	###	\$ -	125	1	2
2007	Class 8	Freightliner	Sleeper	205802	###	###	\$ -	\$ -	\$ -	96	1	2
2014	Class 8	Freightliner	Sleeper	284921	###	###	\$ -	###	\$ -	96	1	2
2012	Class 8	Kenworth	Sleeper	612510	###	\$ 4,745.88	\$ -	###	\$ -	85	1	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>	
1997	Class 8	Freightliner	Sleeper	100000	\$ 1.00	\$ 999.00	\$ -	\$ -	\$ -	240	1	2	
2011	Class 8	Freightliner	Sleeper	100000	###	\$ 375.00	\$ -	\$ -	\$ -	4	2	2	
2011	Class 8	Freightliner	Sleeper	100000	###	\$ 875.00	\$ -	\$ -	\$ -	7	2	2	
2011	Class 8	Freightliner	Sleeper	100000	###	\$ 2,375.00	\$ -	\$ -	\$ -	7	2	2	
2015	Class 8	Freightliner	Sleeper	496110	###	\$ 2,659.14	\$ -	###	\$ -	7	1	2	
2016	Class 8	Volvo	Sleeper	287578	###	\$ 2,000.00	\$ -	\$ -	\$ -	140	2	2	
2014	Class 8	Volvo	Sleeper	244741	###	\$(7,783.06)	\$ -	###	\$ -	36	1	2	
2014	Class 8	Volvo	Sleeper	280719	###	\$(4,480.51)	\$ -	###	\$ -	173	1	2	
2014	Class 8	Volvo	Sleeper	355659	###	\$(4,583.88)	\$ -	###	\$ -	173	1	2	
2015	Class 8	Volvo	Sleeper	100000	###	\$ 1,091.00	\$ -	\$ 159.00	\$ -	173	2	2	
2015	Class 8	Volvo	Sleeper	100000	###	\$ (409.00)	\$ -	\$ 159.00	\$ -	75	2	2	

