

Dealer Academy Class -ID No.		ATD 040 - 26							DEALER ACADEMY USED TRUCK SPECIAL STUDY								
Name		John Mauseth															
Phone Number		204-771-1349															
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P		
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	Source of Veh Sold:	Franchise		
													1= yes	2=Trade frm Used Veh	= 1		
					KLM	CANADIAN							2=No	3=Repossession	Non-Franc		
													3=Finance Co	4=Auction	Out-of-line		
													4=Off Lease	5=Direct Purchase	= 2		
													6=Dealer Consignment				
1	2014	Class 8	Peterbilt	Sleeper	777,778	\$ 58,837	\$ 1,000	\$ -	\$ 4,378	\$ 1,704	523	2	2	7	2		
2	2015	Class 8	Volvo	Sleeper	775,281	\$ 84,900	\$ 4,000.00	\$ -	\$ 2,939	\$ -	108	1	2	6	1		
3	2018	Class 8	Volvo	Day Cab	41,794	\$ 121,250	\$ 3,806.00	\$ -	\$ -	\$ -	8	1	2	6	1		
4	2012	Class 8	Freightliner	Day Cab	798,920	\$ 25,000	\$ (2,853.00)	\$ -	\$ 1,619	\$ 10,342	853	1	2	1	2		
5	2009	Class 8	Volvo	Sleeper	1,536,454	\$ 12,445	\$ 1,920.00	\$ -	\$ 536	\$ -	651	2	2	1	1		
6	2009	Class 8	Volvo	Sleeper	1,668,727	\$ 12,445	\$ 204.00	\$ -	\$ 1,757	\$ -	809	2	2	1	1		
7	2013	Class 8	Volvo	Sleeper	1,049,013	\$ 46,720	\$ 7,582.00	\$ -	\$ 7,462	\$ 1,200	392	1	2	1	1		
8	2008	Class 8	Freightliner	Sleeper	2,109,669	\$ 15,069	\$ 5,649.00	\$ -	\$ -	\$ -	33	2	2	2	2		
9	2014	Class 8	Freightliner	Sleeper	1,151,676	\$ 27,510	\$ 3,098.00	\$ -	\$ 1,765	\$ 1,109	55	2	2	8	2		
10	2009	Class 8	Volvo	Day Cab	863,517	\$ 13,500	\$ 2,010.00	\$ -	\$ 983	\$ -	38	1	2	8	1		
11	2015	Class 8	Volvo	Sleeper	871,518	\$ 61,700	\$ 6,297.00	\$ -	\$ 481	\$ 2,375	237	1	2	1	1		
12	2015	Class 8	Volvo	Sleeper	754,576	\$ 61,856	\$ 500.00	\$ -	\$ 224	\$ 832	235	2	2	1	1		
13	2013	Class 8	Volvo	Sleeper	1,183,524	\$ 26,000	\$ 7,188.00	\$ -	\$ 697	\$ -	21	1	2	1	1		
14	2014	Class 8	Volvo	Sleeper	583,494	\$ 65,000	\$ 11,189.00	\$ -	\$ 9,030	\$ 4,040	213	1	2	7	1		
15	2015	Class 8	Mack	Sleeper	520,821	\$ 55,000	\$ 18,377.00	\$ -	\$ 1,073	\$ -	98	1	2	7	2		
16	2018	Class 8	Volvo	Sleeper	72,960	\$ 180,770	\$ 18,084.00	\$ -	\$ 2,396	\$ -	44	1	1	7	1		
17	2015	Class 8	Volvo	Sleeper	706,964	\$ 81,500	\$ 4,000.00	\$ 1,937	\$ 3,076	\$ 1,200	108	1	2	6	1		
18	2014	Class 8	Volvo	Sleeper	860,431	\$ 66,298	\$ 6,298.00	\$ -	\$ 27,268	\$ 3,269	356	1	2	8	1		
19	2014	Class 8	Kenworth	Sleeper	719,105	\$ 65,000	\$ 14,471.00	\$ 1,638	\$ 4,448	\$ 2,533	349	1	2	1	2		
20	2014	Class 8	Volvo	Sleeper	896,428	\$ 67,000	\$ 5,788.00	\$ -	\$ 4,109	\$ 632	168	1	2	1	1		
21	2015	Class 8	Volvo	Sleeper	1,179,895	\$ 57,900	\$ 5,146.00	\$ -	\$ 11,728	\$ 3,975	183	1	2	1	1		
22	2015	Class 8	Volvo	Sleeper	838,687	\$ 57,818	\$ 500.00	\$ -	\$ 317	\$ 1,200	216	2	2	1	1		
23	2015	Class 8	Volvo	Sleeper	773,307	\$ 63,197	\$ 500.00	\$ -	\$ 646	\$ 1,000	202	2	2	1	1		
24	2015	Class 8	Volvo	Sleeper	796,215	\$ 50,712	\$ 500.00	\$ -	\$ 3,485	\$ 727	243	2	2	1	1		
25	2018	Class 8	Volvo	Sleeper	674,414	\$ 105,000	\$ 6,652.00	\$ 2,400	\$ 9,948	\$ -	125	1	2	1	1		
26	2012	Class 8	Volvo	Sleeper	604,232	\$ 50,310	\$ 22,859.00	\$ -	\$ 7,252	\$ 2,829	65	1	2	7	1		
27	2012	Class 8	Volvo	Sleeper	650,147	\$ 50,310	\$ 24,709.00	\$ -	\$ 15,584	\$ 1,306	65	1	2	7	1		
28	2014	Class 8	Volvo	Sleeper	741,201	\$ 70,000	\$ 4,000.00	\$ 984	\$ 4,837	\$ 724	349	1	2	6	1		
29	2014	Medium Duty	Hino	Medium Conv	174,026	\$ 52,500	\$ 4,000.00	\$ 1,295	\$ 887	\$ -	14	1	2	6	1		
30	2018	Class 8	Volvo	Sleeper	316,779	\$ 137,000	\$ 4,000.00	\$ 3,028	\$ -	\$ -	120	1	2	6	1		
31	2014	Class 8	Volvo	Sleeper	689,460	\$ 70,500	\$ (2,248.00)	\$ 1,199	\$ 8,530	\$ 3,225	508	1	2	7	1		
32	2013	Class 8	Freightliner	Day Cab	690116	\$ 55,000	\$ 12,769.00	\$ -	\$ 2,227	\$ 109	282	1	2	7	2		
33	2013	Class 8	Volvo	Sleeper	1,065,902	\$ 43,000	\$ 3,069.00	\$ -	\$ 6,992	\$ 1,436	614	1	2	1	1		
33	2009	Class 8	Volvo	Sleeper	2,395,779	\$ 12,124	\$ 3,127.00	\$ -	\$ 197	\$ -	231	2	2	1	1		
34	2013	Class 8	Volvo	Sleeper	1,118,443	\$ 39,572	\$ 500.00	\$ -	\$ 6,272	\$ 1,260	178	2	2	7	1		
35	2017	Class 8	Mack	Sleeper	524,345	\$ 92,450	\$ 13,015.00	\$ -	\$ 5,510	\$ 4,387	79	1	2	7	2		
36	2017	Class 8	Mack	Sleeper	460,663	\$ 92,450	\$ 14,624.00	\$ -	\$ 3,079	\$ 5,353	79	1	2	7	2		
37	2014	Class 8	Volvo	Sleeper	862,009	\$ 58,050	\$ 3,910.00	\$ -	\$ 2,379	\$ 562	415	1	2	6	1		
38	2014	Class 8	Volvo	Sleeper	801344	\$ 54,694	\$ 500.00	\$ -	\$ 6,948	\$ 7,175	546	2	2	1	1		
39	2006	Class 8	Volvo	Sleeper	2,739,638	\$ 19,900	\$ 11,863.00	\$ -	\$ 137	\$ 564	29	1	2	2	1		
40	2008	Class 8	Volvo	Sleeper	1,749,799	\$ 18,000	\$ 5,896.00	\$ -	\$ 1,839	\$ 99	29	1	2	1	1		
41	2013	Class 8	Volvo	Sleeper	1,292,875	\$ 32,857	\$ 1,000.00	\$ -	\$ 627	\$ 830	199	2	2	1	1		
42	2010	Class 8	Volvo	Sleeper	1,813,755	\$ 19,000	\$ 7,513.00	\$ -	\$ 2,487	\$ -	155	1	2	1	1		
43	2015	Class 8	Volvo	Sleeper	583,626	\$ 89,000	\$ 1,375.00	\$ 4,000	\$ 5,139	\$ 176	23	1	2	1	1		
44	2012	Class 8	Volvo	Sleeper	1,903,386	\$ 23,220	\$ 7,991.00	\$ -	\$ 998	\$ 570	197	1	2	1	1		
45	2015	Class 8	Volvo	Sleeper	768,182	\$ 78,210	\$ 1,796.00	\$ -	\$ 7,544	\$ 775	216	1	2	1	1		
45	2016	Class 8	Volvo	Sleeper	728,091	\$ 74,609	\$ 500.00	\$ -	\$ 208	\$ 1,000	151	2	2	1	1		
46	2016	Class 8	Volvo	Sleeper	780,852	\$ 74,177	\$ 500.00	\$ -	\$ 775	\$ 1,000	126	2	2	1	1		

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		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	Source of Veh Sold:				
		(4 digits)	Segment		Reading												Trade with purchase	
						KLM	CANADIAN							1= yes	5=Finance Co	Non-Franc		
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47	2015	Class 8	Kenworth	Medium Conv	263,459	\$ 47,900	\$ 15,089.00	\$ -	\$ 4,355	\$ 755	51	1	2	2	2			
47	2014	Class 8	Peterbilt	Sleeper	749,305	\$ 55,506	\$ -	\$ -	\$ 3,837	\$ 584	412	2	2	7	2			
48	2014	Class 8	Volvo	Sleeper	880,357	\$ 62,215	\$ 16,130.00	\$ -	\$ 213	\$ 417	211	1	1	7	1			
49	2016	Class 8	Volvo	Day Cab	223,230	\$ 110,475	\$ 10,208.00	\$ -	\$ 13,764	\$ -	23	1	2	7	1			
50	2016	Class 8	Volvo	Day Cab	245,322	\$ 110,475	\$ 9,372.00	\$ -	\$ 14,603	\$ -	23	1	2	7	1			
51	2013	Class 8	Volvo	Sleeper	1,538,800	\$ 31,572	\$ -	\$ -	\$ 13,991	\$ 1,145	904	2	2	1	1			
52	2013	Class 8	Volvo	Sleeper	727,051	\$ 57,000	\$ 2,151.00	\$ -	\$ 6,191	\$ 3,634	850	1	2	1	1			
53	2010	Class 8	Western Star	Sleeper	1,053,965	\$ 23,350	\$ 8,324.00	\$ -	\$ 752	\$ -	74	1	2	2	2			
53	2013	Class 8	Volvo	Sleeper	642,932	\$ 42,500	\$ 4,750.00	\$ -	\$ 1,191	\$ 12,202	166	1	2	8	1			
54	2009	Class 8	Volvo	Sleeper	1,909,422	\$ 14,950	\$ 6,818.00	\$ -	\$ 58	\$ -	71	1	2	2	1			
55	2012	Class 8	Mack	Sleeper	907,000	\$ 7,000	\$ 2,510.00	\$ -	\$ -	\$ 490	10	1	2	1	2			
56	2012	Class 8	Mack	Sleeper	970,197	\$ 20,000	\$ 8,000.00	\$ -	\$ -	\$ -	11	1	2	1	2			
57	2014	Class 8	Volvo	Sleeper	802,705	\$ 37,007	\$ -	\$ -	\$ 207	\$ -	125	2	2	1	1			
58	2014	Class 8	Volvo	Sleeper	806,470	\$ 40,410	\$ -	\$ -	\$ 210	\$ 1,000	125	2	2	1	1			
59	2015	Class 8	Volvo	Sleeper	896,279	\$ 55,000	\$ 716.00	\$ -	\$ 1,668	\$ 1,316	132	1	2	1	1			
60	2015	Class 8	Volvo	Sleeper	901,035	\$ 55,000	\$ 2,389.00	\$ -	\$ 211	\$ 1,000	127	1	2	1	1			
60	2016	Class 8	Volvo	Sleeper	784,583	\$ 74,880	\$ 14,820.00	\$ -	\$ 2,661	\$ -	143	1	2	1	1			
61	2011	Class 8	Kenworth	Sleeper	929,177	\$ 17,775	\$ -	\$ -	\$ 461	\$ 777	752	2	2	1	2			
62	2013	Class 8	Volvo	Sleeper	1,063,983	\$ 48,950	\$ 8,205.00	\$ 1,374	\$ 9,474	\$ 2,751	638	1	2	1	1			
63	2011	Class 8	Freightliner	Sleeper	716,066	\$ 42,950	\$ (8,342.00)	\$ -	\$ 14,176	\$ 6,529	365	1	2	7	2			
64	2014	Class 8	Volvo	Sleeper	799,637	\$ 44,986	\$ -	\$ -	\$ 4,290	\$ 2,075	450	2	2	1	1			
65	2003	Class 8	Volvo	Sleeper	2,913,438	\$ 10,000	\$ 1,375.00	\$ -	\$ 2,790	\$ 1,335	127	1	2	2	1			
66	2003	Class 8	Volvo	Sleeper	2,743,021	\$ 10,500	\$ 2,956.00	\$ -	\$ 644	\$ -	205	1	2	1	1			
67	2013	Class 8	Kenworth	Sleeper	890,643	\$ 35,000	\$ 4,989.00	\$ -	\$ 3,316	\$ 1,043	399	1	2	8	2			
68	2015	Class 8	Volvo	Sleeper	956,870	\$ 62,950	\$ 18,483.00	\$ -	\$ 7,329	\$ -	91	1	2	1	1			
69	2015	Class 8	Volvo	Sleeper	801,059	\$ 52,500	\$ -	\$ -	\$ -	\$ -	85	2	2	1	1			
70	2016	Class 8	Volvo	Sleeper	777,259	\$ 73,205	\$ -	\$ -	\$ 204	\$ 2,000	71	2	2	1	1			
71	2015	Class 8	Volvo	Sleeper	579,745	\$ 99,900	\$ 15,247.00	\$ -	\$ 5,892	\$ 2,259	87	1	2	1	1			
72	2013	Class 8	Volvo	Sleeper	809,780	\$ 57,900	\$ 6,429.00	\$ -	\$ 3,248	\$ 9,982	256	1	2	7	1			
73	2017	Class 8	Volvo	Sleeper	165,859	\$ 135,800	\$ 13,344.00	\$ 1,600	\$ 888	\$ 3,065	141	1	2	7	1			
74	2016	Class 8	Volvo	Sleeper	440,797	\$ 103,000	\$ 17,811.00	\$ 3,000	\$ 3,400	\$ 622	90	1	2	7	1			
75	2015	Class 8	Volvo	Sleeper	576,055	\$ 92,000	\$ 12,654.00	\$ 2,000	\$ 8,677	\$ -	45	1	1	7	1			
76	2014	Class 8	Volvo	Sleeper	800,184	\$ 46,053	\$ (26.00)	\$ -	\$ 3,359	\$ 2,239	464	2	2	1	1			
77	2013	Class 8	Volvo	Sleeper	1,207,320	\$ 43,950	\$ 10,065.00	\$ 1,050	\$ 1,634	\$ 2,251	181	1	2	1	1			
78	2008	Class 8	Volvo	Sleeper	1,943,831	\$ 18,900	\$ 5,924.00	\$ -	\$ 10	\$ 466	126	1	2	1	1			
79	2013	Class 8	Volvo	Sleeper	1,072,822	\$ 60,373	\$ 10,913.00	\$ -	\$ 10,567	\$ 8,930	213	1	2	1	1			
80	2007	Class 8	Western Star	Sleeper	2,433,454	\$ 15,750	\$ 6,403.00	\$ -	\$ -	\$ -	51	2	2	1	2			
81	2003	Medium Duty	International	Medium Conv	357,735	\$ 12,000	\$ 4,196.00	\$ -	\$ 1,303	\$ -	260	1	2	1	2			
82	2009	Class 8	Volvo	Sleeper	892,489	\$ 23,950	\$ 1,395.00	\$ -	\$ 1,434	\$ -	214	1	2	7	1			
83	2012	Class 8	Mack	Day Cab	947,721	\$ 39,000	\$ 5,617.00	\$ -	\$ 8,390	\$ 5,675	597	1	2	2	2			
84	2015	Class 8	Volvo	Sleeper	798,042	\$ 67,500	\$ 5,811.00	\$ -	\$ 714	\$ 5,175	31	1	2	1	1			
85	2014	Class 8	Volvo	Sleeper	805,049	\$ 60,480	\$ (2,144.00)	\$ -	\$ 8,373	\$ 1,613	443	1	1	1	1			
86	2013	Class 8	Volvo	Sleeper	1,323,370	\$ 24,000	\$ -	\$ -	\$ -	\$ -	135	2	2	1	1			
87	2013	Class 8	Volvo	Sleeper	1,301,258	\$ 20,562	\$ -	\$ -	\$ 62	\$ -	142	2	2	1	1			
88	2009	Class 8	Volvo	Sleeper	1,751,705	\$ 15,000	\$ 2,827.00	\$ -	\$ 1,814	\$ -	187	1	2	1	1			
89	2016	Class 8	Volvo	Sleeper	710,911	\$ 95,000	\$ 6,522.00	\$ -	\$ 3,596	\$ -	96	1	2	1	1			
90	2005	Class 8	Freightliner	Day Cab	192,061	\$ 22,896	\$ -	\$ -	\$ 2,721	\$ 1,500	226	2	2	7	2			
91	2014	Class 8	Volvo	Sleeper	807,537	\$ 59,890	\$ 7,050.00	\$ -	\$ 4,740	\$ 7,253	63	1	2	7	1			
92	2016	Class 8	Volvo	Sleeper	356,916	\$ 100,000	\$ 14,750.00	\$ -	\$ -	\$ -	32	2	2	7	1			

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	<u>Model Year</u> (4 digits)	<u>Market</u> Segment	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u> Reading	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>					2=No		5=Finance Co	Non-Franc
					KLM	CANADIAN							7=Direct Purchase		= 2	
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93	2016	Class 8	Volvo	Sleeper	286,432	\$ 100,000	\$ 14,750.00	\$ -	\$ -	\$ -	33	2	2	7	1	
94	2015	Class 8	Volvo	Sleeper	828,829	\$ 45,000	\$ 7,850.00	\$ -	\$ -	\$ -	25	1	2	1	1	
95	2012	Class 8	Volvo	Sleeper	1,479,643	\$ 27,900	\$ 6,286.00	\$ -	\$ 4,078	\$ -	34	1	2	1	1	
96	2012	Class 8	Volvo	Sleeper	694137	\$ 55,000	\$ 11,175.00	\$ -	\$ 7,037	\$ 1,763	175	1	2	7	1	
97	2017	Class 8	Volvo	Sleeper	172,038	\$ 139,950	\$ 10,724.00	\$ -	\$ 210	\$ 996	64	1	1	7	1	
98	2014	Class 8	Volvo	Sleeper	802,309	\$ 61,000	\$ 7,526.00	\$ -	\$ 5,323	\$ 907	364	1	2	1	1	
99	2009	Class 8	Volvo	Sleeper	1,519,178	\$ 22,900	\$ 8,455.00	\$ -	\$ 1,891	\$ 1,200	96	1	2	1	1	
100	2013	Class 8	Volvo	Sleeper	953,100	\$ 45,000	\$ 9,828.00	\$ -	\$ 772	\$ -	82	1	2	1	1	