

aler Academy	Class -ID No.	ATD041-13					DEALER ACADEMY USED TRUCK SPECIAL STUDY					
	Name	Jason Schmidt										
	Phone Number	972-998-3038										
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 purchase 1= yes 2=No
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					
(4 digits)	Segment			Reading								
2014	Class 8	Volvo	Sleeper	411,518	\$ 67,500	\$ 4,288	\$ -	\$ 8,071	\$ 1,642	100	1	2
2013	Class 8	International	Sleeper	417,418	\$ 26,000	\$ 1,392.00	\$ -	\$ 527	\$ 880	1	2	2
2015	Class 8	Volvo	Sleeper	482,544	\$ 55,000	\$ 138.00	\$ 692	\$ 2,218	\$ 2,781	15	2	2
2012	Class 8	Volvo	Sleeper	713,857	\$ 32,000	\$ (8,556.00)	\$ -	\$ 11,706	\$ 3,198	488	1	2
2015	Class 8	Volvo	Sleeper	492,556	\$ 55,000	\$ 1,645.00	\$ 692	\$ 311	\$ 2,881	58	2	2
2015	Class 8	Volvo	Sleeper	480,505	\$ 55,000	\$ 1,096.00	\$ 692	\$ 1,064	\$ 2,781	25	2	2
2009	Medium Duty	Freightliner	Medium Conv	967,706	\$ 12,000	\$ -	\$ -	\$ 579	\$ 525	547	2	2
2014	Class 8	Volvo	Sleeper	619,926	\$ 40,000	\$ (633.00)	\$ -	\$ 164	\$ 300	46	1	2
2014	Class 8	Volvo	Sleeper	491,173	\$ 45,000	\$ (3,703.00)	\$ -	\$ 828	\$ 300	46	1	2
2014	Class 8	Volvo	Sleeper	580,222	\$ 45,000	\$ (665.00)	\$ -	\$ 196	\$ 300	46	1	2
2014	Class 8	Volvo	Sleeper	489,343	\$ 47,500	\$ (69.00)	\$ -	\$ -	\$ 300	46	1	2
2014	Class 8	Volvo	Sleeper	504,398	\$ 47,500	\$ (665.00)	\$ -	\$ 196	\$ 300	46	1	2
2012	Class 8	Volvo	Sleeper	908,152	\$ 20,000	\$ (900.00)	\$ -	\$ 423	\$ 125	10	1	2
2014	Class 8	Volvo	Sleeper	574,580	\$ 57,500	\$ 9,078.00	\$ 1,186	\$ 906	\$ 300	54	1	2
2012	Class 8	Volvo	Sleeper	969,000	\$ 22,000	\$ (1,991.00)	\$ 476	\$ 3,744	\$ 200	42	1	2
2006	Medium Duty	International	Medium Conv	58,341	\$ 14,000	\$ 12,214.00	\$ -	\$ 70	\$ 75	45	1	2
2006	Medium Duty	International	Medium Conv	211,984	\$ 14,000	\$ 12,238.00	\$ -	\$ 40	\$ 100	45	1	2
2014	Class 8	Volvo	Sleeper	583,000	\$ 55,000	\$ 2,755.00	\$ 125	\$ 6,250	\$ 725	107	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	1
7	1
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7	1
3	2
1	2
1	2
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1	1
6	1
6	1
1	1

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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
2014	Class 8	Volvo	Sleeper	545,000	\$ 55,000	\$ 1,583.00	\$ 125	\$ 2,408	\$ 725	107	1	2
2014	Class 8	Volvo	Sleeper	488,789	\$ 47,500	\$ (469.00)	\$ -	\$ -	\$ 335	116	1	2
2013	Class 8	Volvo	Sleeper	557,783	\$ 39,500	\$ 4,800.00	\$ -	\$ 1,775	\$ 75	13	2	2
2014	Class 8	Volvo	Sleeper	611,256	\$ 30,000	\$ 700.00	\$ -	\$ -	\$ 300	68	1	2
2011	Class 8	Volvo	Sleeper	677,749	\$ 25,000	\$ 6,567.00	\$ 377	\$ 2,253	\$ 680	41	1	2
2014	Class 8	Volvo	Sleeper	666,407	\$ 38,000	\$ 3,403.00	\$ -	\$ 3,387	\$ 685	97	1	2
2015	Class 8	Volvo	Sleeper	479,874	\$ 55,000	\$ 1,432.00	\$ -	\$ 49	\$ 350	55	1	2
2014	Class 8	Volvo	Sleeper	582,000	\$ 27,750	\$ (569.00)	\$ -	\$ 248	\$ 350	63	1	2
2014	Class 8	Volvo	Sleeper	608,000	\$ 27,750	\$ (869.00)	\$ -	\$ 168	\$ 350	63	1	2
2015	Class 8	Volvo	Sleeper	729,776	\$ 27,750	\$ (5,013.00)	\$ -	\$ 224	\$ 370	63	1	2
2015	Class 8	Volvo	Sleeper	685,000	\$ 27,750	\$ (7,009.00)	\$ -	\$ 240	\$ 350	63	1	2
2015	Class 8	Volvo	Sleeper	695,284	\$ 39,500	\$ 2,857.00	\$ 692	\$ 2,081	\$ 300	108	1	2
2007	Class 8	Volvo	Day Cab	694,121	\$ 15,400	\$ 122.00	\$ -	\$ 1,265	\$ 125	704	2	2
2007	Class 8	Volvo	Day Cab	492,274	\$ 15,400	\$ (145.00)	\$ -	\$ 1,355	\$ 425	704	2	2
2015	Class 8	Volvo	Sleeper	599,185	\$ 50,000	\$ (4,689.00)	\$ -	\$ 1,170	\$ 350	91	1	2
2015	Class 8	Volvo	Sleeper	630,585	\$ 50,000	\$ (5,415.00)	\$ -	\$ 1,897	\$ 350	91	1	2
2007	Medium Duty	Other	Medium Conv	114,000	\$ 5,000	\$ 429.00	\$ -	\$ 882	\$ 466	196	1	2
2015	Class 8	Volvo	Sleeper	812,352	\$ 29,500	\$ 275.00	\$ -	\$ 3,225	\$ 350	25	1	2
2012	Class 8	Freightliner	Sleeper	462,000	\$ 39,500	\$ (1,248.00)	\$ 599	\$ 8,248	\$ -	1	2	2
2011	Class 8	Volvo	Sleeper	780,119	\$ 14,531	\$ (4,065.00)	\$ -	\$ 608	\$ 400	147	1	2
2014	Class 8	Volvo	Sleeper	542,826	\$ 38,000	\$ (4,074.00)	\$ -	\$ 955	\$ 950	287	1	2
2012	Medium Duty	International	Medium Conv	72,051	\$ 20,245	\$ 3,833.00	\$ -	\$ -	\$ 80	247	1	2
2007	Class 8	Volvo	Day Cab	514,058	\$ 26,000	\$ 6,250.00	\$ -	\$ 2,470	\$ 279	773	2	2
2013	Class 8	Volvo	Sleeper	966,890	\$ 23,250	\$ (1,084.00)	\$ -	\$ 1,408	\$ 891	135	1	2
2015	Class 8	Volvo	Sleeper	465,000	\$ 63,000	\$ 9,869.00	\$ -	\$ 2,632	\$ 364	65	1	2
2015	Class 8	Volvo	Sleeper	461,522	\$ 55,000	\$ 3,921.00	\$ -	\$ 1,125	\$ 350	66	1	2
2015	Class 8	Volvo	Sleeper	495,563	\$ 55,000	\$ 4,333.00	\$ -	\$ 714	\$ 350	66	1	2
2015	Class 8	Volvo	Sleeper	488,185	\$ 55,000	\$ 4,796.00	\$ -	\$ 250	\$ 350	66	1	2

O	P
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6=Off Lease	Out-of-line
7=Direct Purchase	= 2
8= Dealer Consignment	
1	1
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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with purchase 1= yes 2=No
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					
(4 digits)	Segment			Reading								
2015	Class 8	Volvo	Sleeper	565,192	\$ 54,000	\$ 4,796.00	\$ -	\$ 250	\$ 350	66	1	2
2015	Class 8	Volvo	Sleeper	826,769	\$ 30,000	\$ 3,800.00	\$ -	\$ 250	\$ 350	80	1	2
2014	Class 8	Volvo	Sleeper	788,574	\$ 24,300	\$ (872.00)	\$ -	\$ 872	\$ 300	266	1	2
2015	Class 8	Volvo	Sleeper	633,462	\$ 54,000	\$ (18.00)	\$ -	\$ 499	\$ 390	236	1	2
2015	Class 8	Volvo	Sleeper	593,000	\$ 60,000	\$ 9,390.00	\$ -	\$ 1,036	\$ 625	103	1	2
2015	Class 8	Volvo	Sleeper	527,112	\$ 61,000	\$ 2,212.00	\$ -	\$ 1,323	\$ 3,895	251	1	2
2015	Class 8	Volvo	Sleeper	576,000	\$ 61,000	\$ 2,198.00	\$ -	\$ 1,597	\$ 3,865	251	1	2
2016	Class 8	Volvo	Sleeper	796,589	\$ 28,000	\$ (350.00)	\$ -	\$ -	\$ 350	109	1	2
2007	Class 8	Volvo	Day Cab	518,001	\$ 13,000	\$ -	\$ 74	\$ 5,802	\$ 375	892	2	2
2007	Class 8	Volvo	Day Cab	537,343	\$ 13,000	\$ -	\$ 76	\$ 8,029	\$ 231	314	2	2
2009	Class 8	Volvo	Day Cab	394,960	\$ 18,000	\$ -	\$ 76	\$ 5,291	\$ 215	314	2	2
2007	Class 8	Volvo	Day Cab	702,815	\$ 13,000	\$ 118.00	\$ 73	\$ 2,147	\$ 95	17	2	2
2015	Class 8	Volvo	Sleeper	512,141	\$ 59,000	\$ 2,455.00	\$ -	\$ 3,903	\$ 350	264	1	2
2015	Class 8	Volvo	Sleeper	671,835	\$ 38,750	\$ 4,082.00	\$ -	\$ 674	\$ 12,425	200	1	2
2015	Class 8	Volvo	Sleeper	789,782	\$ 34,000	\$ 5,010.00	\$ 468	\$ 40	\$ 350	152	1	2
2015	Class 8	International	Sleeper	572,423	\$ 37,000	\$ 5,412.00	\$ -	\$ 69	\$ 350	62	1	2
2015	Class 8	International	Sleeper	612,136	\$ 36,000	\$ 6,411.00	\$ -	\$ 69	\$ 350	62	1	2
2015	Class 8	International	Sleeper	633,645	\$ 36,000	\$ 6,791.00	\$ -	\$ 40	\$ 350	62	1	2
2015	Class 8	International	Sleeper	640,090	\$ 36,000	\$ 6,039.00	\$ -	\$ 152	\$ 350	62	1	2
2015	Class 8	International	Sleeper	597,657	\$ 37,000	\$ 5,411.00	\$ -	\$ 69	\$ 350	62	1	2
2014	Class 8	Volvo	Sleeper	690,010	\$ 38,500	\$ 6,481.00	\$ -	\$ 4,211	\$ 858	165	1	2
2015	Class 8	Volvo	Sleeper	831,131	\$ 31,000	\$ 4,616.00	\$ -	\$ 136	\$ 350	73	1	2
2015	Class 8	Volvo	Sleeper	538,184	\$ 59,000	\$ -	\$ -	\$ 6,788	\$ 2,775	330	1	2
2015	Class 8	Volvo	Sleeper	676,724	\$ 31,189	\$ -	\$ -	\$ 317	\$ 3,877	92	1	2
2014	Class 8	Volvo	Sleeper	652,000	\$ 38,000	\$ 6,900.00	\$ -	\$ 981	\$ 1,145	94	1	2
2013	Class 8	Volvo	Sleeper	868,353	\$ 24,125	\$ 4,469.00	\$ -	\$ 69	\$ 576	107	1	2
2014	Class 8	International	Sleeper	558,243	\$ 29,514	\$ 144.00	\$ -	\$ 1,635	\$ 415	1	2	2

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Source of Veh Sold:	Franchise
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3=Repossession	= 1
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6=Off Lease	Out-of-line
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8= Dealer Consignment	
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7	1
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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> 1= yes 2=No				
2013	Class 8	Volvo	Sleeper	598,874	\$ 34,000	\$ (8,626.00)	\$ -	\$ 4,422	\$ 1,538	570	1	2				
2011	Class 8	Volvo	Day Cab	527,585	\$ 25,000	\$ (10,879.00)	\$ -	\$ 10,321	\$ 1,832	639	1	2				
2014	Class 8	Volvo	Sleeper	267,000	\$ 67,500	\$ (4,413.00)	\$ -	\$ 6,418	\$ 3,159	457	1	2				
2007	Class 8	Volvo	Day Cab	695,000	\$ 10,000	\$ (3,421.00)	\$ -	\$ 4,252	\$ 1,549	426	1	2				

