aler Academy Class -ID No.

Name

Phone Number

DEALER ACADEMY USED TRUCK SPECIAL STUDY

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

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	

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