

aler Academy	Class -ID No.	PTG-202					DEALER ACADEMY USED TRUCK SPECIAL STUDY										
	Name	Ken Shumake															
	Phone Number	423-605-9757															
B	C	D	E	F	G	H	I	J	K	L	M	N					
<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					
2015	Class 8	FRT	Sleeper	498091	\$ 56,590	\$ (5,470)	\$ -	\$ -	\$ -	10	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,500	\$ (4,701.00)	\$ -	\$ -	\$ -	10	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 55,661	\$ (5,469.50)	\$ -	\$ -	\$ -	10	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,500	\$ (5,248.50)	\$ -	\$ -	\$ -	10	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 55,636	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 55,636	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	502050	\$ 55,482	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,439	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 57,490	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,500	\$ (6,598.00)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,500	\$ (7,055.00)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,986	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 55,636	\$ (5,469.50)	\$ -	\$ -	\$ -	14	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 56,167	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 55,636	\$ (5,469.50)	\$ -	\$ -	\$ -	42	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1					
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	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
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 56,500	\$ 2,125.00	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 48,906	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 47,656	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 46,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 46,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 46,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 46,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	498091	\$ 46,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2015	Class 8	FRT	Sleeper	510216	\$ 45,406	\$ (5,469.50)	\$ -	\$ -	\$ -	0	2	1
2014	Class 8	FRT	Sleeper	734168	\$ 36,650	\$ (10,105.76)	\$ -	\$ 4,088	\$ 998	441	1	1
2014	Class 8	FRT	Sleeper	434857	\$ 47,900	\$ (4,701.36)	\$ -	\$ 1,721	\$ 880	353	1	1
2017	Class 8	FRT	Sleeper	39476	\$ 108,142	\$ 14,625.38	\$ -	\$ 1,497	\$ 200	69	1	1
2017	Class 8	FRT	Sleeper	39463	\$ 107,566	\$ 14,625.38	\$ -	\$ 921	\$ 200	69	1	1
2017	Class 8	FRT	Sleeper	39762	\$ 107,551	\$ 14,625.38	\$ -	\$ 921	\$ 200	69	1	1
2017	Class 8	FRT	Sleeper	23297	\$ 109,883	\$ 17,105.50	\$ -	\$ 783	\$ 200	66	1	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				
2017	Class 8	FRT	Sleeper	38285	\$ 105,700	\$ 13,148.60	\$ -	\$ 571	\$ 200	69	1	1				
2017	Class 8	FRT	Sleeper	29931	\$ 106,200	\$ 13,648.60	\$ -	\$ 571	\$ 200	69	1	1				
2013	Class 8	FRT	Sleeper	494259	\$ 42,000	\$ (1,514.27)	\$ 757	\$ 1,538	\$ 880	370	1	1				
2012	Class 8	FRT	Sleeper	494785	\$ 41,500	\$ 4,491.40	\$ 2,230	\$ 259	\$ -	0	1	1				
2015	Class 8	FRT	Sleeper	636141	\$ 45,295	\$ 6,189.06	\$ -	\$ 962	\$ 700	146	1	1				
2015	Class 8	FRT	Sleeper	515137	\$ 47,500	\$ 4,457.39	\$ 2,133	\$ 2,243	\$ -	141	1	1				
2004	Class 8	FRT	Sleeper	1268000	\$ 4,000	\$ 500.00	\$ -	\$ -	\$ -	3	2	1				
2008	Medium Duty	FRT	Medium Conventional	154077	\$ 28,500	\$ 2,361.19	\$ -	\$ 142	\$ 109	141	1	1				
2015	Class 8	FRT	Sleeper	628080	\$ 43,267	\$ 5,933.29	\$ -	\$ 1,370	\$ -	153	1	1				
2008	Medium Duty	INTL	Other	236427	\$ 6,000	\$ 500.00	\$ -	\$ -	\$ -	25	2	1				
2015	Class 8	FRT	Sleeper	587680	\$ 46,416	\$ 5,672.58	\$ -	\$ 1,853	\$ 700	161	1	1				
2011	Class 8	FRT	Day Cab	362635	\$ 35,000	\$ 2,479.21	\$ -	\$ 1,869	\$ -	42	1	1				
2011	Class 8	FRT	Day Cab	271659	\$ 36,000	\$ 7,751.42	\$ -	\$ 623	\$ -	39	1	1				
2015	Class 8	FRT	Sleeper	589430	\$ 45,250	\$ 4,357.51	\$ -	\$ 2,185	\$ -	172	1	1				
2015	Class 8	FRT	Sleeper	694397	\$ 34,000	\$ (1,972.26)	\$ -	\$ 1,911	\$ -	217	2	1				
2015	Class 8	FRT	Sleeper	694397	\$ 34,000	\$ (20,174.22)	\$ -	\$ 17,449	\$ -	204	2	1				
2015	Class 8	FRT	Sleeper	478185	\$ 59,900	\$ (2,916.49)	\$ 2,799	\$ -	\$ 1,661	171	1	1				
2015	Class 8	FRT	Sleeper	455920	\$ 47,000	\$ 2,965.61	\$ 888	\$ 2,276	\$ -	71	1	1				
2015	Class 8	FRT	Sleeper	615396	\$ 38,820	\$ (1,511.03)	\$ -	\$ 2,560	\$ 167	229	1	1				
2011	Class 8	FRT	Day Cab	365128	\$ 37,000	\$ 9,794.21	\$ -	\$ 1,464	\$ -	8	1	1				
2011	Class 8	FRT	Day Cab	255322	\$ 38,700	\$ 7,365.38	\$ -	\$ -	\$ -	32	1	1				
2010	Medium Duty	FRT	Medium Conventional	229626	\$ 29,000	\$ 5,355.48	\$ 672	\$ 532	\$ -	33	1	1				
2015	Class 8	FRT	Sleeper	498618	\$ 44,900	\$ 5,181.89	\$ 3,083	\$ 993	\$ -	104	1	1				
2015	Class 8	FRT	Sleeper	406875	\$ 60,000	\$ 1,043.98	\$ -	\$ 1,196	\$ -	130	1	1				
2015	Class 8	FRT	Sleeper	453305	\$ 51,000	\$ (12,435.63)	\$ -	\$ 836	\$ 1,495	231	2	1				
2015	Class 8	FRT	Sleeper	460689	\$ 51,000	\$ (13,444.57)	\$ -	\$ 1,750	\$ 1,590	218	2	1				
2015	Class 8	FRT	Sleeper	505511	\$ 48,982	\$ 6,117.22	\$ -	\$ 3,065	\$ 1,068	19	1	1				
2014	Class 8	FRT	Sleeper	360820	\$ 51,900	\$ 2,448.01	\$ 2,340	\$ 1,395	\$ -	48	1	1				

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
1	1
1	1
7	1
1	1
1	1
2	2
7	1
1	1
1	2
1	1
7	1
7	1
1	1
1	2
1	2
1	1
1	1
1	1
7	1
7	1
7	1
1	1
7	1
1	2
1	2
1	1
1	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					
2015	Class 8	FRT	Sleeper	149357	\$ 76,774	\$ 25,751.93	\$ -	\$ 492	\$ -	26	1	1					
2003	Medium Duty	CHV	Vocational	52975	\$ 19,000	\$ 7,301.82	\$ -	\$ 3,698	\$ -	45	1	1					
2014	Class 8	FRT	Day Cab	470866	\$ 50,132	\$ 9,926.06	\$ -	\$ 3,919	\$ -	40	1	1					
2014	Class 8	FRT	Sleeper	416758	\$ 46,930	\$ 1,646.38	\$ -	\$ 1,319	\$ -	54	1	2					
2014	Class 8	FRT	Sleeper	408941	\$ 46,930	\$ 1,382.63	\$ -	\$ 1,622	\$ -	55	1	2					
2014	Class 8	FRT	Sleeper	399518	\$ 58,900	\$ 1,205.45	\$ -	\$ 10,770	\$ -	55	1	2					
2014	Class 8	FRT	Day Cab	521267	\$ 46,903	\$ 8,726.25	\$ -	\$ 6,062	\$ -	41	1	1					
2011	Class 8	FRT	Day Cab	398232	\$ 38,507	\$ 9,991.15	\$ -	\$ 1,016	\$ -	45	1	1					
2018	Class 8	FRT	Sleeper	24622	\$ 127,778	\$ 3,559.06	\$ 350	\$ 156	\$ -	335	1	1					
2015	Class 8	FRT	Sleeper	360847	\$ 59,900	\$ 4,851.37	\$ 5,239	\$ 959	\$ -	11	1	1					
2011	Class 8	FRT	Day Cab	342568	\$ 36,650	\$ 4,811.05	\$ 350	\$ -	\$ -	4	1	1					
2015	Class 8	FRT	Sleeper	374546	\$ 54,900	\$ (926.02)	\$ 350	\$ 908	\$ -	13	1	1					
2011	Class 8	FRT	Day Cab	394923	\$ 35,650	\$ 5,610.95	\$ 350	\$ -	\$ -	10	1	1					
2014	Class 8	FRT	Sleeper	347878	\$ 35,500	\$ 2,275.00	\$ -	\$ -	\$ -	17	2	1					
2014	Class 8	FRT	Sleeper	429342	\$ 35,500	\$ (3,625.00)	\$ -	\$ -	\$ -	17	2	1					
2014	Class 8	FRT	Sleeper	463190	\$ 45,900	\$ 3,676.74	\$ 1,287	\$ 945	\$ -	91	1	1					
2011	Class 8	FRT	Sleeper	759481	\$ 15,000	\$ 851.76	\$ -	\$ 938	\$ -	20	2	1					
2015	Class 8	FRT	Sleeper	473864	\$ 59,900	\$ 1,629.16	\$ 5,147	\$ 570	\$ -	52	1	1					
2015	Class 8	FRT	Sleeper	323162	\$ 61,000	\$ 2,566.43	\$ 350	\$ -	\$ -	26	1	1					
2015	Class 8	FRT	Sleeper	311903	\$ 60,000	\$ 1,183.31	\$ 350	\$ 2,137	\$ -	21	1	1					
2014	Class 8	FRT	Sleeper	349973	\$ 51,000	\$ 250.39	\$ 350	\$ 1,562	\$ -	96	1	1					
2011	Class 8	FRT	Day Cab	255471	\$ 39,900	\$ 5,072.39	\$ 117	\$ 4,529	\$ -	86	1	1					
2015	Class 8	FRT	Sleeper	393572	\$ 57,710	\$ 3,416.69	\$ -	\$ 603	\$ -	27	1	1					
2015	Class 8	FRT	Sleeper	380181	\$ 57,700	\$ 3,224.07	\$ -	\$ -	\$ -	27	1	1					
2014	Class 8	FRT	Sleeper	403055	\$ 53,900	\$ (7,301.86)	\$ 3,070	\$ 14,055	\$ -	85	1	1					
2014	Class 8	FRT	Sleeper	435443	\$ 50,900	\$ 2,930.38	\$ 350	\$ 2,676	\$ -	106	1	1					

