

Digging Up Accurate Used Equipment Values

Trent Hummel

Trainer, Dealer Institute



The Bulls Eye

Data Sources Available

Using Collected Data

Source Credibility

Adjust Current Values



Farm Equipment Survey

When evaluating a potential trade-in, how much influence does the various data sources have on your valuation decision?

Scale 1-10

Wholesalers

Auctions/Auctioneers

Machinery Pete

Iron Solution Guide Book/Real Time

Inline/Competitive Dealerships

Your Past Sales



Farm Equipment Survey

Participants

Answer Options	Response Percent
Under 100 HP	33.3%
100 to 300 HP	49.0%
300+ HP	14.7%
Not Applicable	2.9%



Farm Equipment Survey

Direct discussions with auctioneers		
20.00%		0
20.00%		1
8.78%		2
8.78%		3
6.83%		4
14.63%		5
4.88%		6
5.37%		7
3.90%		8
3.41%		9
3.41%		10
3.27		

Online Ritchie Bros. auction results		
14.29%		0
10.34%		1
6.40%		2
11.33%		3
2.96%		4
16.75%		5
8.37%		6
6.40%		7
13.30%		8
4.43%		9
5.42%		10
4.48		

Other Auction Results		
14.72%		0
7.11%		1
4.06%		2
5.58%		3
9.14%		4
20.81%		5
5.58%		6
8.63%		7
14.21%		8
5.58%		9
4.57%		10
4.76		



Farm Equipment Survey

Online Machinery Pete auction results

28.22%	0
8.42%	1
10.89%	2
7.43%	3
4.46%	4
13.37%	5
5.94%	6
6.44%	7
5.94%	8
5.45%	9
3.47%	10
3.49	

Online Tractor House Auction Results

5.37%	0
4.39%	1
2.93%	2
6.34%	3
4.39%	4
14.15%	5
9.76%	6
16.59%	7
16.10%	8
10.24%	9
9.76%	10
6.11	



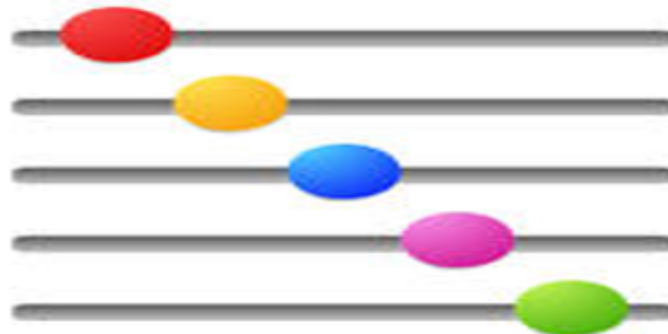
Farm Equipment Survey

Iron Solutions Guide Book values

11.82%	0
4.43%	1
4.93%	2
2.96%	3
3.45%	4
15.27%	5
8.37%	6
12.81%	7
15.76%	8
11.82%	9
8.37%	10
5.69	

Iron Solutions Guide Book values with adjusted values by a pre-established percentage

21.11%	0
7.54%	1
5.53%	2
5.53%	3
3.02%	4
11.06%	5
9.55%	6
12.06%	7
8.54%	8
8.54%	9
7.54%	10
4.65	



Farm Equipment Survey

Iron Solutions Real-Time Guides		
22.28%		0
8.42%		1
3.96%		2
2.48%		3
1.49%		4
13.86%		5
4.95%		6
8.42%		7
10.40%		8
14.36%		9
9.41%		10
4.94		

Iron Solutions Real-Time Guides with adjusted values by pre-established percentage		
	25.64%	0
	9.23%	1
	5.13%	2
	4.10%	3
	3.08%	4
	11.79%	5
	4.62%	6
	9.74%	7
	8.21%	8
	11.79%	9
	6.67%	10
	4.37	



Farm Equipment Survey

Discussions with competitive dealerships		
10.84%		0
6.40%		1
12.32%		2
4.93%		3
10.34%		4
15.27%		5
10.34%		6
11.33%		7
11.33%		8
4.43%		9
2.46%		10
4.60		

Discussions with inline dealers		
13.86%		0
5.45%		1
11.39%		2
3.96%		3
10.40%		4
15.84%		5
7.92%		6
11.39%		7
9.41%		8
6.93%		9
3.47%		10
4.60		



COOPERATION

**FARM
EQUIPMENT**
WEBINAR SERIES

Farm Equipment Survey

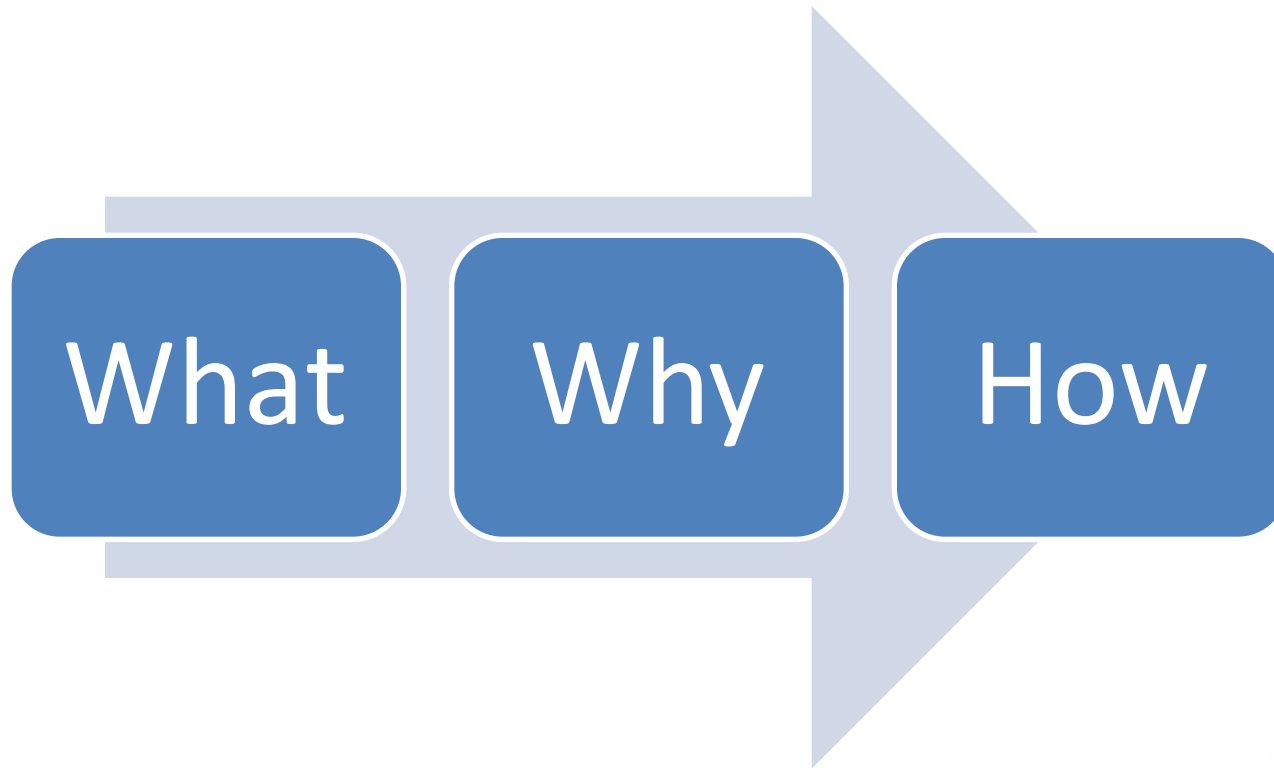
Your own dealership past sales results		
0.00%		0
0.00%		1
0.00%		2
0.98%		3
0.98%		4
3.90%		5
3.41%		6
11.71%		7
25.85%		8
20.98%		9
32.20%		10
8.46		



Farm Equipment Survey

Rank	Source	Weighting
1	Your Past Sales	8.46
2	Tractor House Auction Results	6.11
3	Iron Solutions Guide Book	5.69
4	Iron Solution Real Time Guides	4.94
5	Discussions with Wholesalers	4.76
6	Other Auction Results	4.76
7	Iron Solutions Guide Books with Adjusted Values	4.65
8	Discussions with Inline Dealerships	4.6
9	Discussions with Competitive Dealerships	4.6
10	Online Ritchie Bros. Auction Results	4.48
11	Iron Solutions Real Time With Adjusted Values	4.37
12	Machinery Pete	3.49
13	Direct Discussions with Auctioneers	3.27

Steps for Change



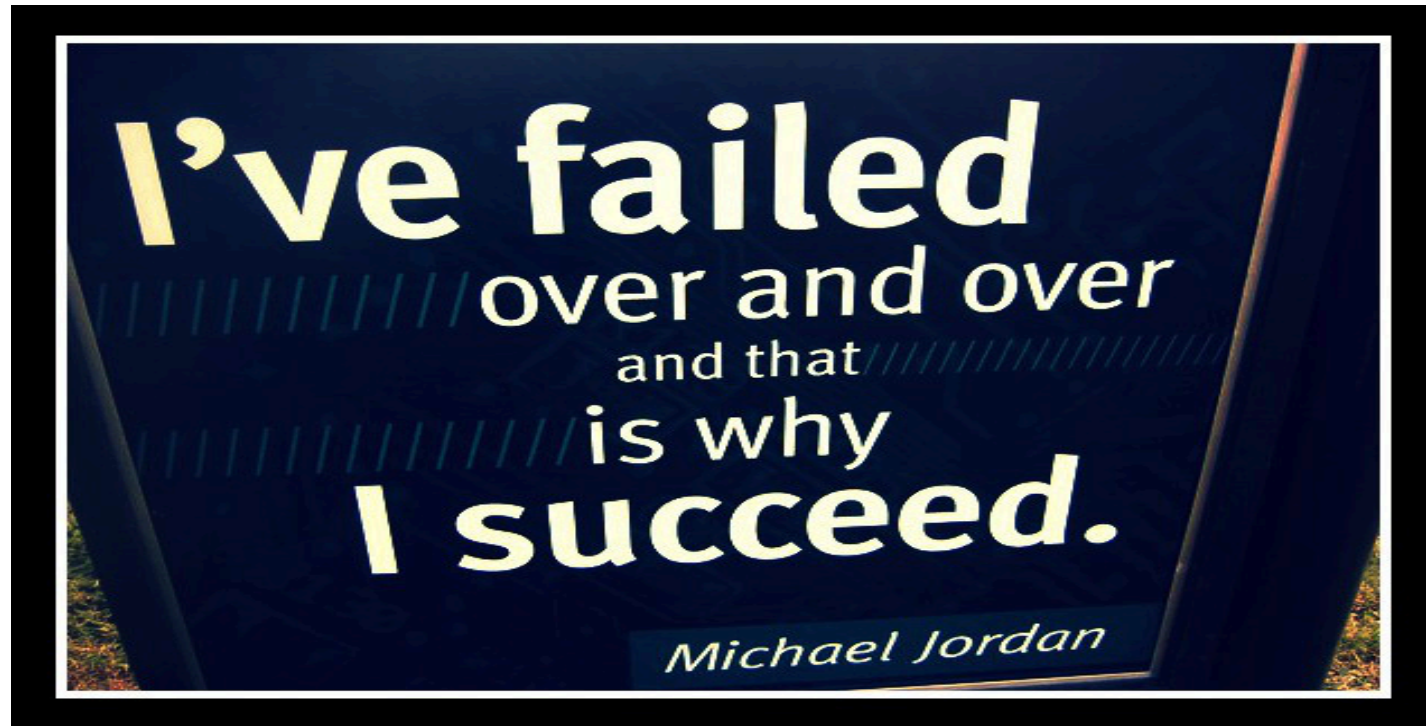
What, Why , How

Correct evaluation is number #1 job



What, Why , How

Success or Failure based on Evaluations



What, Why , How

Wholegoods Department KPI's

1. Equipment Turnover
2. Equipment Aging
3. Cash Allocation



Birthdays

What, Why , How

KPI's Continued

4. New to Used Ratio

5. Floor Plan Interest

6. Net Income or ROA



What, Why , How

Too Complicated for One Stop Shop



What, Why , How

Follow the Order

1. Appraisal
2. Evaluation
3. Marketing
4. Band Aid



What, Why , How

Great Appraisals = Great Evaluations

1. Has the salesmen been trained
2. Reputation of the customer
3. What does the farm yard look like



What, Why , How

Great Appraisals = Great Evaluations cont...

4. Non familiar units/ competitive trades
5. Internal discussions/ call others
6. What are potential buyers going to question you about regarding the trades condition



Evaluation Data Sources

Auction Results

Tractor House/ Market Book

Ritchie Bros

Other Auction Sites



Evaluation Data Sources

What to do with Auction Prices

1. One unit sold does not make a market
2. Notes about each unit sold
3. Keep in a file



Evaluation Data Sources

What to do with Auction Prices cont...

High dollar= lower than wholesale

Medium dollar = average wholesale

Oddball, high hour, cowboy tough= retail price



Auction Schedules

In the last 4 months, how many auctions have you attended?

Have you calendar marked the next 4 months of auctions?



Wholesalers

Curbers

Jockeys

Parasites



Evaluation-Guide Book

Where Do They Get Those Numbers Dealer Reports?

Selling Price of new Fendt 924PF \$227,490
Selling Price of new Fendt 922PF \$216,690

Model	Year	Starting Ser. No.	Average Hours	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
924PF	2010		560	\$164,139	\$164,139	\$173,239	\$193,821	\$221,000
924PF	2009		990	\$150,312	\$152,587	\$161,687	\$181,041	\$206,400
924PF	2008		1400	\$137,258	\$141,808	\$150,907	\$169,119	\$192,800
924PF	2007		1800	\$124,928	\$131,753	\$140,853	\$158,003	\$180,100
924	2006	924/24/7275	2180	\$87,680	\$96,779	\$105,879	\$119,199	\$135,900
924	2005	924/24/7048	2540	\$78,739	\$89,597	\$98,697	\$111,274	\$126,600
924	2004	924/24/6106	2890	\$73,273	\$82,666	\$91,766	\$103,629	\$118,100
924	2003	924/24/6069	3230	\$68,231	\$76,245	\$85,344	\$96,605	\$110,500
924	2002	924/24/4024	3540	\$63,605	\$70,432	\$79,449	\$90,165	\$102,100
924	2001	924/24/3102	3840	\$59,055	\$65,265	\$73,648	\$83,831	\$95,200
922PF	2010		560	\$156,219	\$156,219	\$164,887	\$184,541	\$210,400
922PF	2009		990	\$142,984	\$145,151	\$153,819	\$172,299	\$196,400
922PF	2008		1400	\$130,494	\$134,828	\$143,496	\$160,884	\$183,400
922PF	2007		1800	\$118,703	\$125,204	\$133,871	\$150,246	\$171,300
920	2006	920/24/7303	2180	\$79,167	\$87,834	\$96,502	\$108,780	\$124,000
920	2005	920/24/7054	2540	\$71,657	\$81,084	\$89,751	\$101,335	\$115,500
920	2004	920/24/6097	2890	\$66,691	\$74,784	\$83,452	\$94,391	\$107,300
920	2003	920/24/4229	3230	\$62,026	\$68,839	\$77,506	\$87,896	\$100,200
920	2002	920/24/4023	3540	\$57,676	\$63,775	\$71,959	\$81,843	\$93,300
920	2001	920/24/3084	3840	\$53,617	\$59,159	\$66,779	\$76,199	\$86,900
918	2006	916/24/7256	2180	\$73,082	\$81,750	\$90,417	\$102,019	\$116,300
918	2005	916/24/7097	2540	\$67,127	\$75,361	\$84,028	\$94,976	\$107,800
918	2004	916/24/6078	2890	\$62,411	\$69,378	\$78,046	\$88,384	\$100,800
918	2003	916/24/4235	3230	\$57,999	\$64,195	\$72,420	\$82,244	\$93,800

Evaluation-Guide Book

- Model base price(from manufacture) \$100,000
- Frt/PDI \$4,000
- Less standard programs(manufacture) (\$20,000)
- Realistic Gross Margin \$8,000

- Guide book new model price **\$92,000**

What are we missing?

Evaluation-Guide Book

- Fleet discount allowances
- Regional target discounts
- Discretionary dollars (dial-a-dollar)
- Dealers own use of pool funds
- Extra incentives given the last 3 days of the month-market share chase
- Exchange Rates

Guide Book- Jumping Columns

Price of New NH BR7090 \$34,630

Model	Year	Starting Ser. No.	Average Bales	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
BR7090	2010		1800	\$21,510	\$21,510	\$23,242	\$26,380	\$31,500
BR7090	2009		3100	\$19,790	\$20,111	\$21,714	\$24,738	\$28,400
BR7090	2008		4400	\$17,314	\$18,007	\$19,739	\$22,598	\$25,800
BR780A	2007	Y6N016971	5600	\$15,650	\$16,689	\$18,420	\$21,189	\$24,900
BR780A	2006	Y5N010000	6800	\$13,788	\$15,173	\$16,905	\$19,561	\$22,900
BR780	2005	62552	7900	\$12,510	\$13,676	\$15,407	\$17,953	\$22,538
BR780	2004	42725	9000	\$11,988	\$13,026	\$14,754	\$17,283	\$22,200
BR780	2003	25540	10000	\$10,728	\$10,889	\$12,356	\$14,673	\$19,100
688	2002	13476	11000	\$8,680	\$9,087	\$10,336	\$12,484	\$14,300
688	2001	350	12000	\$8,096	\$8,674	\$9,877	\$12,030	\$13,900
688	2000	981583	12900	\$7,694	\$7,844	\$8,949	\$11,055	\$13,000
688	1999	976237	13700	\$7,122	\$7,216	\$8,250	\$10,333	\$12,400
664	1998	958678	14600	\$6,056	\$5,986	\$6,872	\$8,858	\$10,500
664	1997	941404	15400	\$5,748	\$5,719	\$6,577	\$8,586	\$10,100
664	1996	928216	16100	\$5,232	\$5,076	\$5,860	\$7,844	\$9,500
660	1995	900024	16800	\$4,417	\$4,236	\$4,921	\$6,857	\$8,000
660	1994	892621	17500	\$4,144	\$3,900	\$4,550	\$6,501	\$7,600
660	1993	879732	18100	\$3,821	\$3,508	\$4,116	\$6,073	\$7,100
660	1992	867456	18700	\$3,496	\$3,115	\$3,680	\$5,644	\$6,600

Guide Book-Model Year Adjustment

Over 2 years, use current hours as starting point

Selling Price of new Case IH Steiger 350 \$234,890

Model	Year	Starting Ser. No.	Average Hours	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
Steiger 335	2010	Z9F117001	560	\$141,464	\$141,464	\$150,860	\$169,844	\$193,600
Steiger 335	2009	Z8F111501	990	\$130,733	\$133,082	\$142,477	\$160,641	\$184,000
Steiger 335	2008	Z7F108001	1400	\$119,804	\$124,502	\$133,898	\$151,220	\$172,700
Steiger 330	2007	Z6F105001	1800	\$105,780	\$112,826	\$122,222	\$138,358	\$157,700
STX330	2006	Z5F100001	2180	\$95,757	\$105,153	\$114,548	\$129,943	\$148,100
STX325	2006	JEE0108501	2180	\$91,399	\$100,795	\$110,190	\$125,100	\$142,600
STX325	2005	JEE0105701	2540	\$83,171	\$94,346	\$103,742	\$118,047	\$134,600
STX325	2004	JEE0104001	2890	\$78,380	\$88,216	\$97,611	\$111,401	\$128,500
STX325	2003	JEE0102001	3230	\$74,100	\$82,730	\$92,126	\$105,473	\$123,100
STX325	2002	JEE0099501	3540	\$69,615	\$76,986	\$86,382	\$99,258	\$113,200
STX325	2001	JEE0097501	3840	\$65,614	\$71,877	\$81,249	\$93,721	\$106,800
9350	2000	JEE0075101	4140	\$51,492	\$55,934	\$63,332	\$73,980	\$84,000
9350	1999	JEE0074001	4420	\$48,377	\$52,350	\$59,318	\$69,687	\$79,500
9350	1998	JEE0070501	4690	\$45,544	\$49,175	\$55,766	\$65,906	\$75,900
9350	1997	JEE0067501	4940	\$42,788	\$45,872	\$52,075	\$62,027	\$71,400
9350	1996	JEE0035001	5190	\$40,268	\$42,926	\$48,786	\$58,595	\$67,200

Guide Book-Age Adjusting

No Hour Meter = Oldest model year.

Price of New NH BR7090 \$34,630

Model	Year	Starting Ser. No.	Average Bales	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
BR7090	2010		1800	\$21,510	\$21,510	\$23,242	\$26,380	\$31,500
BR7090	2009		3100	\$19,790	\$20,111	\$21,714	\$24,738	\$28,400
BR7090	2008		4400	\$17,314	\$18,007	\$19,739	\$22,598	\$25,800
BR780A	2007	Y6N016971	5600	\$15,650	\$16,689	\$18,420	\$21,189	\$24,900
BR780A	2006	Y5N010000	6800	\$13,788	\$15,173	\$16,905	\$19,561	\$22,900
BR780	2005	62552	7900	\$12,510	\$13,676	\$15,407	\$17,953	\$22,538
BR780	2004	42725	9000	\$11,988	\$13,026	\$14,754	\$17,283	\$22,200
BR780	2003	25540	10000	\$10,728	\$10,889	\$12,356	\$14,673	\$19,100
688	2002	13476	11000	\$8,680	\$9,087	\$10,336	\$12,484	\$14,300
688	2001	350	12000	\$8,096	\$8,674	\$9,877	\$12,030	\$13,900
688	2000	981583	12900	\$7,694	\$7,844	\$8,949	\$11,055	\$13,000
688	1999	976237	13700	\$7,122	\$7,216	\$8,250	\$10,333	\$12,400
664	1998	958678	14600	\$6,056	\$5,986	\$6,872	\$8,858	\$10,500
664	1997	941404	15400	\$5,748	\$5,719	\$6,577	\$8,586	\$10,100
664	1996	928216	16100	\$5,232	\$5,076	\$5,860	\$7,844	\$9,500
660	1995	900024	16800	\$4,417	\$4,236	\$4,921	\$6,857	\$8,000
660	1994	892621	17500	\$4,144	\$3,900	\$4,550	\$6,501	\$7,600
660	1993	879732	18100	\$3,821	\$3,508	\$4,116	\$6,073	\$7,100
660	1992	867456	18700	\$3,496	\$3,115	\$3,680	\$5,644	\$6,600

Guide Book-Hour Adjustment

2X if below average listed hours

3X if above average listed hours



Guide Book- Hour Adjustment

	7220	7210	7200	3055
Horsepower - PTO (Eng)	Cab 95	95	92	92
No. of Cyl.'s - C.I.D.	6-414	6T414	6-359	6-359
Transmission - Std	16/16 PQ	16F/16R PQ	12F/4R	16F/8R
Rear Tires - Std	18.4x38	18.4x38	18.4x38	18.4x38
Front Tires - Std	11.00x16	11.00x16	10.00x16	10.00x16
Hyd. Outlets - Std	Dual	Dual	Dual	Dual
Power Take Off	540/1000	540/1000	540/1000	540/1000
3 Point Hitch	Incl.	Incl.	Incl.	Incl.
Avg. Shipping Wt.				8444
Adjust (+or -) Per Hour	\$1.70	\$1.10	\$1.00	\$1.00
Avg. Reconditioning	\$1,050	\$1,350	\$1,600	\$1,800
*** OPTIONS - Add or Deduct				
12 Front Weights & Carrier	\$620	\$550	\$500	\$400
Cab w/ Air Cond.	Incl.	Incl.	Incl.	Incl.
Loader	\$5,560	\$4,350	\$3,700	\$3,500
Loader/740 Self-Leveling	---	\$5,920	\$5,600	\$4,650
Loader/Self-Leveling	\$6,100	\$5,150	\$4,400	\$4,200
Mech. Front Wheel Drive	\$5,480	\$4,950	\$4,200	N/A
No 3 Point Hitch - Deduct	(\$2,000)	(\$1,900)	(\$1,600)	(\$1,500)
NO Cab w/AC - Deduct	(Ded 13%)	(\$4,200)	(\$3,600)	(\$4,300)
Power Quad. Trans.	Incl.	Incl.	\$1,300	N/A
Power Quad. w/Creeper	\$1,150	\$2,700	\$2,300	N/A
Third Remote Hyd. Outlet	\$710	\$500	\$400	\$400

Suggest Reconditioning



**Quote or estimate
from your service
department**

Guide Book-Option Adjustment

Options Add or Deduct

Who decided that a self levelling loader is worth \$1100 more than a non self levelling loader on a 20 year old tractor

	7220 Cab	7210	7200	3055
Horsepower - PTO (Eng)	95	95	92	92
No. of Cyl.'s - C.I.D.	6-414	6T414	6-359	6-359
Transmission - Std	16/16 PQ	16F/16R PQ	12F/4R	16F/8R
Rear Tires - Std	18.4x38	18.4x38	18.4x38	18.4x38
Front Tires - Std	11.00x16	11.00x16	10.00x16	10.00x16
Hyd. Outlets - Std	Dual	Dual	Dual	Dual
Power Take Off	540/1000	540/1000	540/1000	540/1000
3 Point Hitch	Incl.	Incl.	Incl.	Incl.
Avg. Shipping Wt.				8444
Adjust (+or -) Per Hour	\$1.70	\$1.10	\$1.00	\$1.00
Avg. Reconditioning	\$1,050	\$1,350	\$1,600	\$1,800
*** O P T I O N S - Add or Deduct				
12 Front Weights & Carrier	\$620	\$550	\$500	\$400
Cab w/ Air Cond.	Incl.	Incl.	Incl.	Incl.
Loader	\$5,560	\$4,350	\$3,700	\$3,500
Loader/740 Self-Leveling	---	\$5,920	\$5,600	\$4,650
Loader/Self-Leveling	\$6,100	\$5,150	\$4,400	\$4,200
Mech. Front Wheel Drive	\$5,480	\$4,950	\$4,200	N/A
No 3 Point Hitch - Deduct	(\$2,000)	(\$1,900)	(\$1,600)	(\$1,500)
NO Cab w/AC - Deduct (Ded 13%)		(\$4,200)	(\$3,600)	(\$4,300)
Power Quad. Trans.	Incl.	Incl.	\$1,300	N/A
Power Quad. w/Creeper	\$1,150	\$2,700	\$2,300	N/A
Third Remote Hyd. Outlet	\$710	\$500	\$400	\$400

Guide Book- Option Adjustment

Combine and
head individual
pricing??

Tractor and
loader individual
pricing??

Guide Book-Retail vs. Wholesale

- Buy at wholesale and sell retail
- Is auction price always wholesale value



Guide Book-Old and Tired Trades

Price of New NH BR7090 \$34,630

Model	Year	Starting Ser. No.	Average Bales	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
BR7090	2010		1800	\$21,510	\$21,510	\$23,242	\$26,380	\$31,500
BR7090	2009		3100	\$19,790	\$20,111	\$21,714	\$24,738	\$28,400
BR7090	2008		4400	\$17,314	\$18,007	\$19,739	\$22,598	\$25,800
BR780A	2007	Y6N016971	5600	\$15,650	\$16,689	\$18,420	\$21,189	\$24,900
BR780A	2006	Y5N010000	6800	\$13,788	\$15,173	\$16,905	\$19,561	\$22,900
BR780	2005	62552	7900	\$12,510	\$13,676	\$15,407	\$17,953	\$22,538
BR780	2004	42725	9000	\$11,988	\$13,026	\$14,754	\$17,283	\$22,200
BR780	2003	25540	10000	\$10,728	\$10,889	\$12,356	\$14,673	\$19,100
688	2002	13476	11000	\$8,680	\$9,087	\$10,336	\$12,484	\$14,300
688	2001	350	12000	\$8,096	\$8,674	\$9,877	\$12,030	\$13,900
688	2000	981583	12900	\$7,694	\$7,844	\$8,949	\$11,055	\$13,000
664	1998	976237	13700	\$7,122	\$7,216	\$8,250	\$10,333	\$12,400
664	1997	941404	15400	\$5,748	\$5,719	\$6,577	\$8,586	\$10,100
664	1996	928216	16100	\$5,232	\$5,076	\$5,860	\$7,844	\$9,500
660	1995	900024	16800	\$4,417	\$4,236	\$4,921	\$6,857	\$8,000
660	1994	892621	17500	\$4,144	\$3,900	\$4,550	\$6,501	\$7,600
660	1993	879732	18100	\$3,821	\$3,508	\$4,116	\$6,073	\$7,100
660	1992	867456	18700	\$3,496	\$3,115	\$3,680	\$5,644	\$6,600

When guide book values are < 20% of new unit, auction price is primarily retail price.

Model	Year	Starting Ser. No.	Average Bales	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
855	1991	862874	19300	\$2,867	\$2,289	\$2,756	\$4,674	\$5,300
855	1990	837221	19900	\$2,534	\$1,977	\$2,412	\$4,346	\$5,000
855	1989	789087	20400	\$2,280	\$1,634	\$2,038	\$4,042	\$4,600
855	1988	752744	20900	\$2,041	\$1,307	\$1,683	\$3,759	\$4,300
855	1987	744912	21400	\$1,816	\$997	\$1,346	\$3,496	\$4,000
855	1986	707335	21800	\$1,604	\$701	\$1,026	\$3,251	\$3,700
855	1985	696990	22200	\$1,404	\$419	\$721	\$3,024	\$3,400
855	1984	687527	22600	\$1,216	\$150	\$431	\$2,812	\$3,200
855	1983	672156	22900	\$1,038		\$154	\$2,615	\$3,000
853	1990	838320	19900	\$2,468	\$1,902	\$2,328	\$4,253	\$4,800
853	1989	790013	20400	\$2,266	\$1,619	\$2,021	\$4,023	\$4,700
853	1988	756811	20900	\$1,983	\$1,243	\$1,611	\$3,678	\$4,200
853	1987	735062	21400	\$1,762	\$937	\$1,279	\$3,421	\$3,900
853	1986	724165	21800	\$1,554	\$645	\$963	\$3,181	\$3,600
849	1985	698746	22200	\$950		\$147	\$2,386	\$2,700
849	1984	684793	22600	\$832			\$2,219	\$2,500
849	1983	669547	22900	\$774			\$2,064	\$2,400
849	1982	663870	23300	\$720			\$1,919	\$2,200

Guide Book: Retail Verses Wholesale

Older than 20 years, some products less, should have a low, high and average value for model years

Model	Year	Starting Ser. No.	Average Hours	Average Wholesale	Trade Rough	Trade Premium	Resale Cash	Retail Advertised
4230	1997	JJE0923921	4940	\$9,752	\$10,410	\$11,634	\$14,371	\$16,400
4230	1996	JJE0915556	5190	\$9,277	\$9,785	\$11,008	\$13,731	\$15,700
4230	1995	JJE0904337	5410	\$8,867	\$9,240	\$10,463	\$13,181	\$15,300
4230	1994	JJE0900062	5620	\$8,372	\$8,589	\$9,812	\$12,514	\$14,300
895	1994	JJE0033230	5620	\$7,624	\$7,691	\$8,840	\$11,489	\$13,100
895	1993	JJE0025736	5820	\$7,189	\$7,145	\$8,238	\$10,931	\$12,500
895	1992	JJE0018291	6030	\$6,766	\$6,613	\$7,652	\$10,391	\$11,800
895	1991	JJE0001501	6220	\$6,356	\$6,095	\$7,081	\$9,868	\$11,200
885	1990	30427	6400	\$5,747	\$5,353	\$6,259	\$9,066	\$10,300
885	1989	27254	6560	\$5,365	\$4,866	\$5,725	\$8,583	\$9,800
885	1988	22668	6720	\$4,995	\$4,393	\$5,204	\$8,116	\$9,300
885	1987	19138	6860	\$4,636	\$3,932	\$4,698	\$7,664	\$8,700
885	1986	18000	6990	\$4,288	\$3,483	\$4,206	\$7,229	\$8,200
885	1985	15000	7110	\$3,951	\$3,046	\$3,727	\$6,808	\$7,800
1494	1988	11521062	6720	\$3,711	\$2,951	\$3,582	\$6,313	\$7,200
1494	1987	11520410	6860	\$3,379	\$2,520	\$3,110	\$5,900	\$6,700
1494	1986	11519378	6990	\$3,057	\$2,101	\$2,651	\$5,501	\$6,300
1494	1985	11517001	7110	\$2,746	\$1,693	\$2,205	\$5,117	\$5,800
1494	1984	11192812	7250	\$2,443	\$1,296	\$1,771	\$4,745	\$5,400
1494	1983	11192050	7370	\$2,132	\$859	\$1,298	\$4,386	\$5,000
1394	1988	11508682	6720	\$3,344	\$2,539	\$3,119	\$5,798	\$6,600
1394	1987	11506453	6860	\$3,019	\$2,117	\$2,656	\$5,396	\$6,200
1394	1986	11504635	6990	\$2,705	\$1,706	\$2,207	\$5,007	\$5,700
1394	1985	11502001	7110	\$2,401	\$1,307	\$1,770	\$4,633	\$5,300

Current Used Iron





Questions?