

KEN GARFF REMOTE START

THE ONLINE CAR BUYING EXPERIENCE

Group 10

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Table of Contents

EXECUTIVE SUMMARY	2
GENERAL DESCRIPTION	3
BACKGROUND & HISTORY	3
VISION & OBJECTIVES	3
PRODUCTS & SERVICES	3
KEN GARFF AUTOMOTIVE TRANSACTIONAL DATABASES	3
PRIORITY REQUIREMENT SUMMARY	4
CONCEPTUAL MODEL	5
LOGICAL MODEL	6
PHYSICAL MODEL	8
SUMMARY OF DATABASE CREATION PROCESS AND PROJECT SCOPE	9
REQUIREMENTS REVIEW	10
ETHICAL CONSIDERATIONS	11
COLLECTION OF PERSONAL INFORMATION	11
USE OF PERSONAL INFORMATION	11
CONCLUSION	12
PRICING STRUCTURE	12
COMMISSION AND SALES	12
INFORMED COMMUNICATION PREFERENCES	12
REFERENCES	13
APPENDIX	14
EXHIBIT 1	14
EXHIBIT 2	15
SQL CODE – CREATE TABLES	16
SQL TABLES	20

Executive Summary

The car buying process is ever evolving in today's world with better informed consumers and a wide array of ways in which customers can search for and experience vehicles. Ken Garff Automotive Group has worked to stay up to date with the additional technologies, information, its customers to buy a vehicle completely remote (from the initial search of the inventory to vehicle delivery).

Ken Garff Automotive works to create an efficient and accessible consumer experience through its Remote Start program. Specifically, customers can filter through and peruse inventory options for both new and used cars. Customers can also customize payments (finance, lease or cash), incorporate trade ins, select warranty, factor in incentives, and even schedule an in-person or remote test drive. Again, all can be accomplished without stepping foot in the dealership (Remote Services).

Prior to the Remote Start program, individuals spent an average of 3 hours buying a car at a Ken Garff Automotive dealership. Just outside of the average, many customers required whole weekends touring dealerships, test driving vehicles, and working through financing options before being able to drive home in their newly purchased vehicle. Ken Garff's Remote Start online car buying mitigates this excessive time commitment as one can slide through the process in less than 20 minutes (Remote Services).

Our group has worked to gather information on the inner workings of the Remote Start process through 15 tables: Inventory, New Car, Used Car, Browse, Customer, Car Offer Quote, Trade in, Delivery, Payment, Incentive, Incentive Offer, Warranty, Cash, Finance, and Lease.

We have gathered both synthetic data from Mockaroo and real-world data from Ken Garff's websites to best portray this process. Due to the sensitivity of personal information, we have modified the customer data.

Our sample database is a small set of information compared to the large sample set of Ken Garff's process. This sample does portray the processes and capabilities of the database that is being utilized to effectively provide the information consumers need to purchase a vehicle from their own home. With the ever-evolving technologies in today's car buying process, there are many features that we hope to suggest farther along in this summary to best prepare Ken Garff for feature additions.

General Description

Background & History

The Ken Garff Automotive Group sells both new and used cars in person and online. The company was founded in Salt Lake City, Utah in 1932 and is privately owned and operated by the third family generation. The Group is spread across 7 different states with 66 dealerships and 28 eclectic new car brands. Ken Garff Automotive is ranked as the 9th largest car dealership group in the United States and is predominantly concentrated in the Intermountain West (KG).

Vision & Objectives

Ken Garff Automotive's mission statement is "To be the most esteemed automotive group in the eyes of our employees, customers, and partners." More, their values are R.I.G.H.T. This is an acronym that the Group claims encompasses all company values in every customer and employee interaction (Respect, Integrity, Growth, Humility, Teamwork). Last, the company is focused on giving back to the community through their We're Here For You campaign (KG).

Growth and expansion are an innate part of the Ken Garff Automotive Group. Principally, the company is focused on continual expansion in the Intermountain West, adapting to digital disruption through their Remote Start program (which was jump started by COVID-19), and preparing for the sale of more hybrid and electric vehicles.

Products & Services

One can buy a car from the Ken Garff Automotive Group in person or online (which is the Remote Start program mentioned above). The company takes trade-ins or even buys cars without having to buy a vehicle through their "Sell to Us" initiative. The Group also performs a 118-point inspection on certified pre-owned vehicles for greater customer confidence in buying a used vehicle. Along with sales, the company provides 24-hour online service scheduling, at home test drives, in person service, and service pick up/delivery (Remote Services). Last, the company has body shops and provides parts to facilitate vehicle repair.

Ken Garff Automotive Transactional Databases

Databases in this project only consider the Ken Garff Automotive Group Remote Start program. This program outlines the different decisions a customer can/must make in the remote process to generate their ultimate vehicle offer.

Priority Requirement Summary

For the scope of this project, the important features are prioritized below:

- Customers need to be able to browse inventory and juxtapose different makes, models, years etc.
- It is mandatory that customers choose a new or used vehicle to receive an offer
- Customers must enter basic contact information (name, email)
- Customers may include a trade-in to decrease their ultimate offer
- To receive an offer, customers must choose a payment method (lease, finance or cash) and enter the appropriate down payment and duration if it is financed or leased. Customers may qualify for one or many payment discounts/incentives.
- Customers must submit their credit score and must select warranty (or additional warranty)
- Customers may complete the offer. At this point, they can decide if they want the vehicle delivered to their home or if they want to pick it up at a dealership

To achieve the project requirements, the following tables are needed: Customer, Inventory, New, Used, Trade-In, Car Offer Quote, Payment, Finance, Lease, Cash, Warranty, Incentive, Browses, Delivery

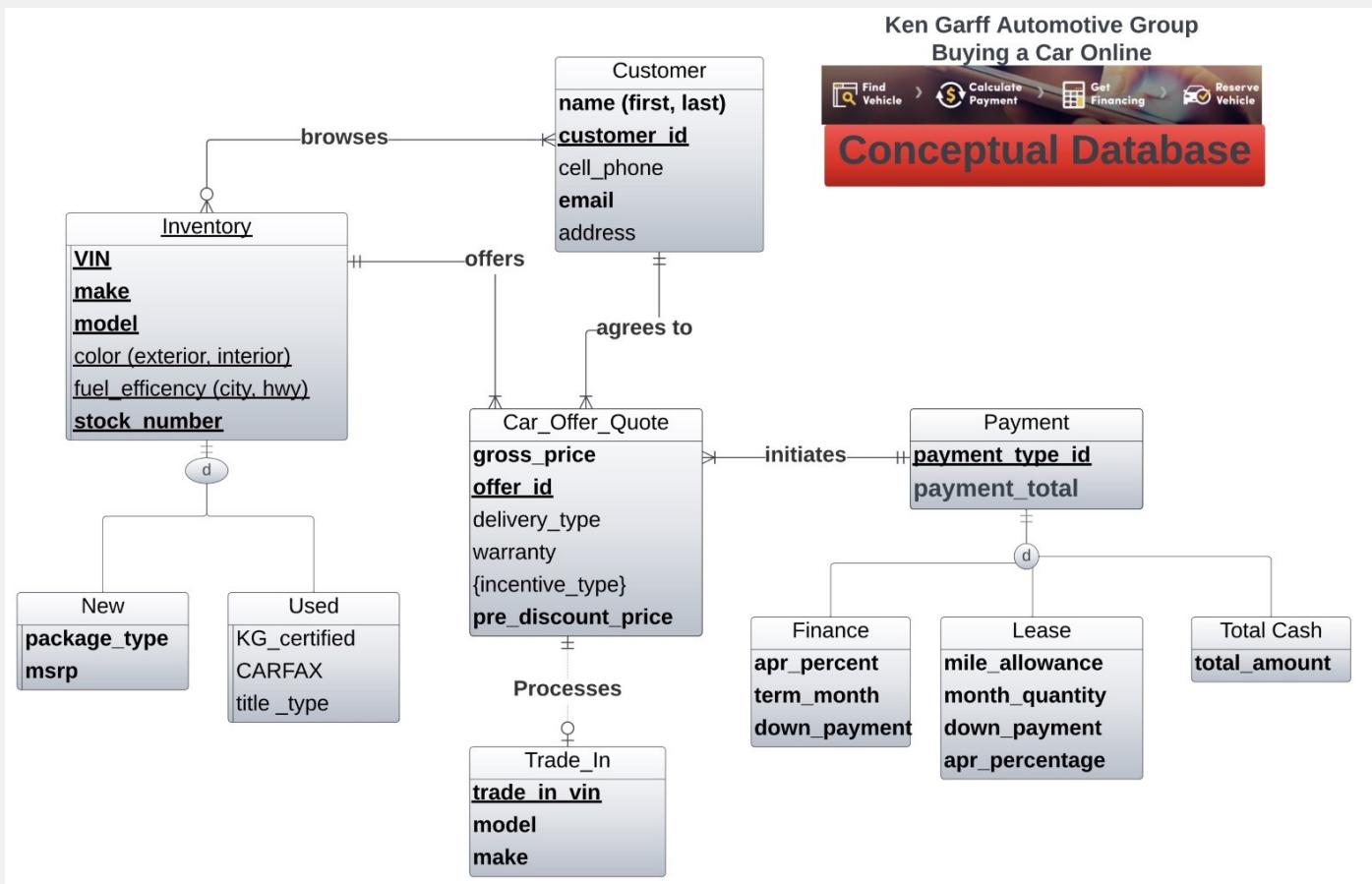
Using the tables above, customers will be able to set up an account and digitally purchase a vehicle (can be done as quickly as 20 minutes). Additionally, the Ken Garff Automotive Group will be able to maintain structure, integrity, and clearly communicate the business requirements.

In this project, the tables above have been developed and been successfully inserted in the Ken Garff Automotive Group database using SQL.

This project has a large scope and can add additional features in the future.

(See Detailed Requirements Table in [Exhibit 2](#))

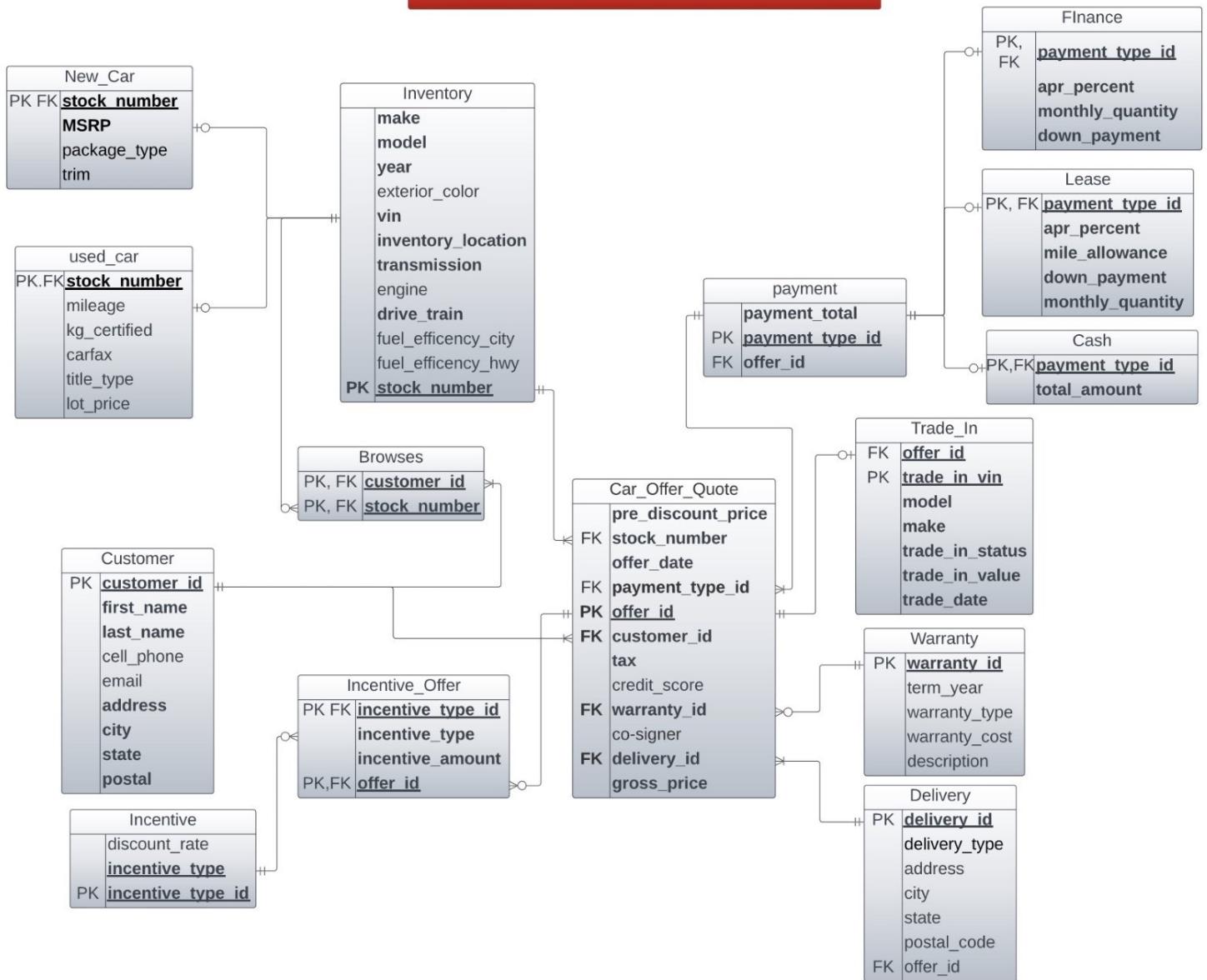
Conceptual Model



The first step of the business development process is the conceptual model diagram of Ken Garff Automotive's Remote Start program. This is necessary to gain a basic understanding of business requirements. Another purpose of the conceptual diagram is to be easily comprehensible by users. The conceptual diagram centers on the "Car_Offer_Quote" as this subsumes all necessary information from other entities to both calculate and summarize a customer's purchase. Specifically, the "Customer" entity type and "Inventory" entity types identify which ("New" or "Used" under a disjoint relationship) vehicle(s) a customer(s) is interested. Once a customer has selected a vehicle upon which they wish to gain an offer, they are prompted to select a payment type ("Finance", "Lease" or "Cash" under a disjoint subtype) and can include a Trade-In vehicle if they would like. This information is drawn into the "Car_Offer_Quote" and customers are further prompted to choose a warranty option, delivery type and incentive for their ultimate net price and offer details.

Logical Model

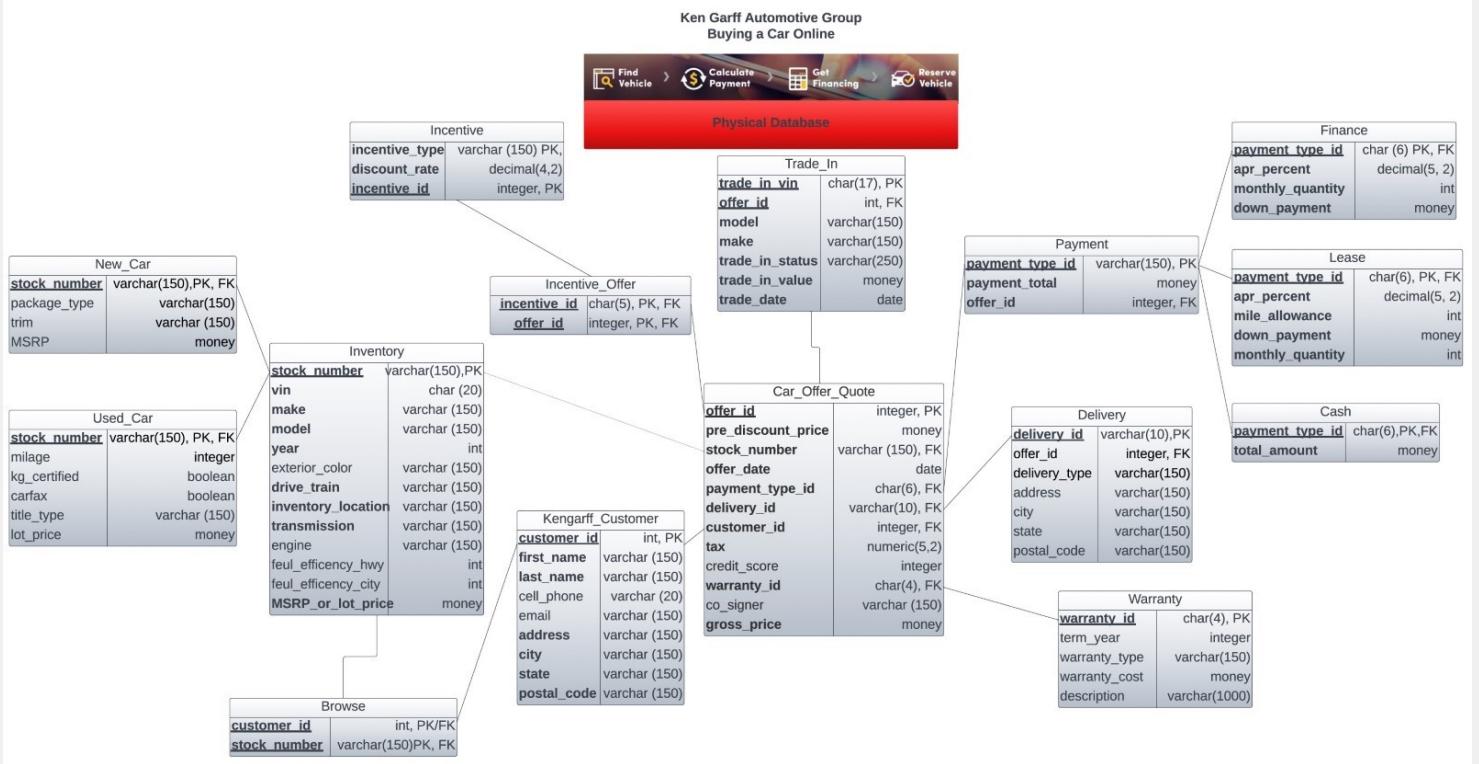
Ken Garff Automotive Group
Buying a Car Online



The second step of the business development process for the Ken Garff Automotive Remote Start program is the relational/logical process. This model is based on the conceptual model and burgeons it further. Specifically, there are 9 rules applied to this diagram including 1. foreign keys and remaining attributes, 2. process weak entity types, 3. process many to many relationship types, 4. process (binary) 1-1 relationship, 5. process unary relationship types, 6. process n-ary relationship types, 7. process supertypes/ subtype types, 8. process multi-value attributes, 9. process composite attributes.

Our team has followed these rules and achieved third normal form to ensure that there are minimal data redundancies, allow users to insert, delete, and modify databases without causing anomalies. Specifically, our team followed rule two by strengthening the weak entity relations through adding a FK offer id attribute in “Trade_In” entity as well as a PK marker for “Trade_In_vin”. We also applied the third rule mentioned above by breaking up the many to many relationship between “Customer” and “Inventory” by adding a “Browse” entity to the database. In addition, we followed rule seven by remapping the “Inventory” and “Payment” supertypes/subtypes by adding primary/foreign keys and cardinality constraints. We also have moved the multi-valued attributes from rule 8 to their own tables (“Incentive Type” from “Car Offer Quote”) and split composite attributes from rule nine (“Customer name”, Inventory “color”, and Inventory “Fuel efficiency”). Last, we moved the transitive functional dependency attributes “Delivery Type” and “Warranty” from the “Car Offer Quote” to their own entities. Ultimately, these modifications to the conceptual database permit a functional logical model as it is in third 3 normal form.

Physical Model



The last step in the data modeling process is the physical model. In this process, our team created a physical model in the Lucid software. We removed cardinality constraints and added DDL types (INT, MONEY, VARCHAR etc.). From here, our team gathered both synthetic data from Mockaroo and real-world data from Ken Garff Automotive's website for each entity type. We converted our data into SQL code and then created tables and inserted values in the DBeaver software using Data Definition Language (creating tables and incorporating alterations) and Data Manipulation Language (inserting data for each table, updating and selecting).

Summary of database creation Process and Project Scope

Our team started this process by browsing through Ken Garff Automotive's inventory and applying filters to find a vehicle of interest. From here, we clicked "calculate payment" to enter into the Group's Remote Start program. This program incorporated many steps that could have populated 25+ entity types. Our team trimmed this to 10 in our conceptual model to be able to highlight the most salient parts of the process and be reasonable for the time restriction of one semester and the significant learning curve involved.

The process was not perfect, and our team ended up revisiting the Ken Garff Remote Start program many times to understand the process. We also reverted back to the conceptual and relational model multiple times to ensure that information was congruous and coherent as we kept proceeding and realized the need for retroactive change. The physical portion provided the most significant learning curve as bringing the coded data together proved to be convoluted with PKs, FKs, shared attributes (sometimes requiring Updates and Set functionalities), and welding data together to populate a fluid code that could reap helpful queries.

Below is the list of 14 tables we have collected in our database:

- 300 Customers
- 100 Inventories
- 25 New Vehicles
- 75 Used Vehicles
- 49 Trade-in vehicles
- 30 Offers
- 20 Cash
- 20 Lease
- 20 Finance
- 5 Incentive
- 60 Payments
- 29 Delivery
- 60 Browse
- 7 Warranty

Requirements Review

By the end of the project, our team was able to design and implement all of our prioritized features in the Ken Garff Remote Start program and make them functional in our database. This scope includes the beginning of the customer browsing process all the way to purchasing a vehicle ([Exhibit 2](#))

The core requirements are:

- Customers browses the vehicle inventory
- The inventory includes vehicle specifications such as make, model etc
- Customer must choose either a new or a used vehicle
- Customers must enter basic contact information (name, email, mobile). These are stored in the database
- Customers may trade-in a vehicle. The Trade-in vehicle specifications are stored in the database. The value of this vehicle is deducted in the final offer document.
- In order to receive an offer, customers must choose a payment method (lease, finance or cash) and enter the appropriate down payment and duration if it is financed or leased.
- Customers may qualify for one or many payment discounts/incentives
- Customers must submit their credit score and must select warranty (or add-on warranties)
- Customers may complete the offer. At this point, they can decide if they want the vehicle delivered to their home or if they want to pick it up at a dealership

To implement the above requirements, the following specific tables have been identified and created in the database:

1. Customer
2. Inventory
3. New Vehicle
4. Used Vehicle
5. Trade-in vehicle
6. Car Offer Quote
7. Cash
8. Lease
9. Finance
10. Incentive
11. Payment
12. Delivery
13. Browse
14. Warranty
15. Incentive Offer

Ethical Considerations

Collection of Personal Information

Ken Garff Remote Start program collects personal information, such as one's email address, name, home/work address and telephone number. Ken Garff Remote Start also collects anonymous demographic information, which is not unique to an individual, such as ZIP code, age, gender, preferences, interests and favorites.

There is also information about computer hardware and software that is automatically collected by Ken Garff Remote Start. This information can include: one's IP address, browser type, domain names, access times and referring website addresses. This information is used by Ken Garff Remote Start for operations, to maintain quality of the service, and to provide general statistics.

Use of Personal Information

Ken Garff Remote Start is compliant with the CCPA in that it does not sell, rent or lease its customer lists to third parties and customers can opt out. In short, Ken Garff Automotive Group maintains confidentiality (KG).

Ken Garff Remote Start could be better at gaining explicit customer consent to use customer's data. Currently, the Remote Start program uses the data that customers enter into their website to reach back out to the customer about their inquiry, inform them of future opportunities or arrange delivery. Ken Garff Automotive also uses the data customers enter into the Remote Start site to determine which vehicles and services are most popular to know what to advertise, order, continue, or discontinue in the future. While this data is useful for both the Group and customers (as they are provided more of their desired vehicles and services), it would be helpful and more ethical for the Group to inform consumers about what their data would be used for and gain their consent to use it (metarouter).

Conclusion

Ken Garff Automotive Group has worked to adapt the car buying process as modern technologies and new circumstances have come about. Due to the effects of COVID-19 and the need to socially distance, they launched the Remote Start car buying process. The Remote Start process creates an accessible and informative way to shop through Ken Garff's inventory (including multiple locations), understand pricing options, and schedule the delivery of a vehicle all without going to the dealership (KG). Throughout our project, we worked to better understand the inner workings of this process and created a database that contains the needed features to facilitate this process. With a strong understanding of this application's uses, we believe that Ken Garff's ability to adapt and better cater to car buyers' needs will help them continue to succeed as an Automotive Sales Group.

Pricing Structure

When beginning the process of gathering data, we began to find a few discrepancies in our initial models. The first was how we hoped to structure the price. We first had the pricing information in the offer quote only. After looking through the vehicles in Ken Garff's inventory, we found that it would make the most sense to include the pricing information with each car in the inventory table. In the future, it may be more effective to separate this price out further into its own entity which would connect it to the vehicle listed but also detail other items such as tax, commission earned, registration fees, and all other financial charges that would be tied to that price point.

Commission and Sales

In the future, our project could expand the database to include additional entity types and data. To better capture the full scope of the car buying process, we would add the data needed to capture salespeople and the commission they would earn from each sale. This feature would be able to help the dealerships factor in and project the potential commission per salesperson. Due to this process's complexity, we opted to not include it now.

Informed Communication Preferences

Due to the nature of the online car buying process, a customer must provide personal information. There is not much detail on how one's data is used once it is recorded. Our team believes that it would be beneficial to both the customer and company to create more transparency regarding the data customers fill out on the Remote Start website. Specifically, customers should know how their data will be used and provide consent. It is also recommended that individuals be able to easily opt in or out of being contacted. This is because under the current system, customers are subject to frequent calls and emails about this sale. Since many individuals may only be browsing, it would be helpful and ethical to both the customer and the sales individual to be transparent on how data is used and if there is consent to use it.

References

(2023, 03). Retrieved from Mockaroo: <https://www.mockaroo.com/>

About Us. (2023, 02). Retrieved from Ken Garff Auto: <https://www.kengarff.com/about-us-1/>

At Home Services. (2023, 03). Retrieved from Ken Garff Auto: <https://www.kengarff.com/at-home-services-kengarff/>

The Ethics of Collecting Consumer Data. (2023, 03). Retrieved from Metarouter: www.metarouter.io/blog-posts/the-ethics-of-collecting-consumer-data

Appendix

Exhibit 1

TEAM MEMBER	TOTAL HOURS SPENT	DESCRIPTION OF WORK
ABINAV	36 hours	<p>Group meeting: 18 hours</p> <p>Requirement Review: 1 hour</p> <p>Ethical Consideration: 1 hour</p> <p>Conceptual/Relational/Physical models: 5 hours</p> <p>SQL creating tables, inserting data and joining tables: 8 hours</p> <p>SQL Queries & BI Summary Dashboard: 3 hours</p>
ANNA	34 hours	<p>Group meeting: 18 hours</p> <p>Written summary: 3 hours</p> <p>Gathering Mock data: 6 hours</p> <p>Formatting data into SQL and building tables: 2 hours</p> <p>Data creation: 5 hours</p> <p>Formatting and design for report: 4 hours</p>
BO	34 hours	<p>Group meeting: 18 hours</p> <p>Written summary report (conceptual, relational, physical model): 7 hours</p> <p>SQL pulling sample data and manually inserting code in SQL: 6 hours</p> <p>Group collaboration: 3 hours</p>
KATIE	32 hours	<p>Group meeting: 17 hours</p> <p>SQL pulling sample data and creating code to insert in SQL: 5 hours</p> <p>Reviewing & proofreading report: 2 hours</p> <p>Presentation preparation 3 hours</p>

Exhibit 2

REQUIREMENT	DETAIL	STATUS
CUSTOMERS NEED TO BE ABLE TO BROWSE INVENTORY AND JUXTAPOSE DIFFERENT MAKES, MODELS, YEARS ETC.	Table needed: Customer Inventory	Completed
IT IS MANDATORY THAT CUSTOMERS CHOOSE A NEW OR USED VEHICLE TO RECEIVE AN OFFER	Table needed: Inventory New, Used	Completed
CUSTOMERS MUST ENTER BASIC CONTACT INFORMATION (NAME, EMAIL)	Table needed: Customer	Completed
CUSTOMERS MAY INCLUDE A TRADE-IN TO DECREASE THEIR ULTIMATE OFFER	Table needed: Customer, Trade-In	Completed
TO RECEIVE AN OFFER, CUSTOMERS MUST CHOOSE A PAYMENT METHOD (LEASE, FINANCE OR CASH) AND ENTER THE APPROPRIATE DOWN PAYMENT AND DURATION IF IT IS FINANCED OR LEASED. CUSTOMERS MAY QUALIFY FOR ONE OR MANY PAYMENT DISCOUNTS/INCENTIVES.	Table needed: Payment, Finance, Lease, Total Cash	Completed
CUSTOMERS MUST SUBMIT THEIR CREDIT SCORE AND MUST SELECT WARRANTY (OR ADDITIONAL WARRANTY)	Table needed: Vehicle Offer	Completed
CUSTOMERS MAY COMPLETE THE OFFER. AT THIS POINT, THEY CAN DECIDE IF THEY WANT THE VEHICLE DELIVERED TO THEIR HOME OR IF THEY WANT TO PICK IT UP AT A DEALERSHIP	Table needed: Vehicle Offer	Completed

SQL Code – Create Tables

```
-- creating tables:  
create table kengarff_customer (  
customer_id INT,  
first_name VARCHAR(150) not null,  
last_name VARCHAR(150) not null,  
cell_phone varchar(20),  
email VARCHAR(150),  
address VARCHAR(150),  
city VARCHAR(150),  
state VARCHAR(150),  
postal_code VARCHAR(150),  
primary key (customer_id)  
);  
CREATE TABLE payment (  
payment_total money,  
payment_type_id CHAR(6),  
offer_id int not null,  
primary key (payment_type_id)  
);  
CREATE TABLE finance (  
apr_percent decimal(5,2),  
monthly_quantity INT,  
down_payment money,  
payment_type_id CHAR(6) not null,  
primary key (payment_type_id),  
foreign key (payment_type_id) references payment(payment_type_id)  
);  
CREATE TABLE lease (  
APR_Percent decimal(5,2),  
monthly_quantity INT,  
down_payment money,  
mile_allowance INT,  
payment_type_id CHAR(6) not null,  
primary key (payment_type_id),
```

```

foreign key (payment_type_id) references payment(payment_type_id)
);
CREATE TABLE cash (
total_amount money,
payment_type_id CHAR(6) not null,
primary key (payment_type_id),
foreign key (payment_type_id) references payment(payment_type_id)
);
CREATE TABLE incentive_offer (
offer_id int not null,
incentive_id CHAR(5) not null,
Constraint PK_incentive_offer Primary Key (offer_id, incentive_id)
);
CREATE TABLE incentive (
incentive_id CHAR(5) NOT NULL,
Incentive_type VARCHAR(150) NOT NULL,
discount_rate DECIMAL(4,2) NOT NULL,
PRIMARY KEY (incentive_id)
);
CREATE TABLE warranty
(
warranty_id char(4) not null,
warranty_type VARCHAR (150),
term_year int,
warranty_cost money,
description VARCHAR (1000),
PRIMARY KEY (warranty_id)
);
CREATE TABLE inventory (
stock_number varchar(150),
vin char(20)NOT NULL,
make VARCHAR(150)NOT NULL,
model VARCHAR(150) NOT NULL,
Year int NOT NULL,
Exterior_color varchar(150),
Drive_train varchar(150),
Inventory_location varchar(150)NOT NULL,
Transmission varchar(150),
Engine varchar(150),

```

```

Feul_efficiency_hwy int,
Feul_efficiency_city int,
msrp_or_lot_price money,
Primary Key (stock_number)
);
create table browse(
customer_id INT,
stock_number varchar(150),
Constraint PK_browse Primary Key (customer_id, stock_number),
FOREIGN KEY (customer_id) references kengarff_customer(customer_id),
FOREIGN KEY (stock_number) references inventory(stock_number)
);
CREATE TABLE used_car (
stock_number varchar(150),
Mileage int,
Kg_certified BOOLEAN,
Carfax BOOLEAN,
Title_type varchar(150),
lot_price money,
PRIMARY KEY (stock_number),
FOREIGN KEY (stock_number) references inventory(stock_number)
);
CREATE TABLE new_car (
stock_number varchar(150),
package_type varchar(150),
trim varchar(150),
msrp money,
PRIMARY KEY (stock_number),
FOREIGN KEY (stock_number) references inventory(stock_number));
CREATE TABLE trade_in (
trade_in_vin char(17),
offer_id int,
make VARCHAR(150) NOT NULL,
model VARCHAR(150)NOT NULL,
trade_in_status VARCHAR(250)NOT NULL,
trade_in_value money NOT NULL,
trade_date DATE NOT NULL,
PRIMARY KEY (trade_in_vin)
--FOREIGN KEY (offer_id) references car_offer_quote(offer_id)

```

```

};

create table car_offer_quote(
offer_id int primary key,
delivery_id varchar(10),
stock_number varchar(150),
offer_date date,
tax numeric(5,2),
warranty_id char(4),
customer_id int,
out_of_door_price money,
credit_score int,
co_signer varchar(150),
gross_price money,
foreign key (stock_number) references inventory(stock_number),
foreign key (warranty_id) references warranty(warranty_id),
foreign key (customer_id) references kengarff_customer(customer_id)
);

CREATE TABLE delivery
(
delivery_id varchar(10) not null,
delivery_type VARCHAR (150),
delivery_address VARCHAR (150),
delivery_city VARCHAR (150),
delivery_state VARCHAR (150),
delivery_postal_code VARCHAR (150),
offer_id int not null,
PRIMARY KEY (delivery_id),
foreign key (offer_id) references car_offer_quote(offer_id)
);

```

SQL Tables

Figure 1: Ken Garff Customer

	customer_id	first_name	last_name	cell_phone	email	address	city	state	postal_code
1	1	Patty	Itzcak	480-149-9473	pitzcak0@ow.ly	94411 Green Alley	Phoenix	Arizona	85005
2	2	Lulita	Prattin	702-949-4370	lprattin1@colog-nifty.com	00614 Morningstar Avenue	Las Vegas	Nevada	89125
3	3	Myrvyn	Soame	719-138-1625	msoame2@google.nl	1633 Eliot Circle	Colorado Springs	Colorado	80930
4	4	Moore	McCorry	520-199-4037	mmccorry3@umich.edu	621 Monument Crossing	Tucson	Arizona	85705
5	5	Nealslon	Cater	775-248-2537	ncater4@eusnews.com	6 Eagle Crest Parkway	Reno	Nevada	89510
6	6	Aurlie	Durham	303-811-9852	adurham5@noaa.gov	6 Lindbergh Crossing	Aurora	Colorado	80045
7	7	Em	Delcastel	702-376-0780	edelcastel6@live.com	577 Meadow Valley Street	Las Vegas	Nevada	89193
8	8	Dagmar	Huey	520-251-7990	dhuey7@amazon.co.uk	6540 Union Circle	Tucson	Arizona	85743
9	9	Aleda	Sogg	480-757-9765	asogg8@eventbrite.com	923 Bellgrove Crossing	Scottsdale	Arizona	85271
10	10	Cookie	Burlingame	702-129-3745	cburlingame9@irs.gov	81912 Moose Place	Las Vegas	Nevada	89110
11	11	Aline	Unsworth	775-568-5230	aunswortha@usda.gov	3010 Superior Parkway	Reno	Nevada	89510
12	12	Allie	Hawke	602-104-9665	ahawkeb@businessweek.com	0 Bartillion Way	Phoenix	Arizona	85099
13	13	Krishna	Boone	801-993-6652	kboonec@army.mil	7 Amoth Center	Salt Lake City	Utah	84135
14	14	Rabbi	Semered	702-385-6275	rsemeredd@parallels.com	1 Canary Road	Las Vegas	Nevada	89135
15	15	Marietta	Von Welldun	801-718-8159	mvonwelldune@cmu.edu	1 Pierstorff Center	Salt Lake City	Utah	84115
16	16	Leeland	Skate	602-137-6895	lskatef@mns.edu	62992 Milwaukee Plaza	Phoenix	Arizona	85053
17	17	Benton	Goadby	702-443-9895	bgoadbyg@artisteer.com	630 Birchwood Way	Las Vegas	Nevada	89120
18	18	Orrin	Habert	520-384-0129	ohaberh@nba.com	36 Surrey Drive	Tucson	Arizona	85725
19	19	Hewe	Gubbins	720-398-7004	hgubbinsi@spiegel.de	6 Superior Court	Denver	Colorado	80249
20	20	Carlie	Freddi	702-451-6643	cfreddij@gmpg.org	79 Village Avenue	Las Vegas	Nevada	89120
21	21	Tim	Blakeney	480-807-1453	tblakeneyk@arizona.edu	90 Melrose Circle	Tempe	Arizona	85284
22	22	Tara	Cullingford	775-197-0713	tcullingford@gnu.org	310 Sunbrook Junction	Reno	Nevada	89519
23	23	Myrtle	Loveland	602-377-6762	mlovelandm@europa.eu	61 Grim Drive	Phoenix	Arizona	85099
24	24	Ambrosio	Crass	702-622-8082	acrassn@zinearticles.com	98 Corben Circle	Las Vegas	Nevada	89166
25	25	Annadiana	Cadwallader	719-463-3167	acadwallader0@github.io	67287 Dapin Plaza	Pueblo	Colorado	80105
26	26	Tracy	Crabbe	623-941-1965	tcrabbep@digg.com	476 Northland Lane	Phoenix	Arizona	85035
27	27	Obediah	Scrags	520-108-6211	oscraggsq@parallels.com	1 Westend Park	Tucson	Arizona	85725
28	28	Tessi	Millom	775-458-5010	tmillomr@taobao.com	526 Elgar Street	Reno	Nevada	89595
29	29	Cletus	Stancer	602-337-7024	ctancers@dailymail.co.uk	6735 Morning Way	Mesa	Arizona	85205
30	30	Jocelyn	Woolaston	970-822-0842	jwoolastont@theguardian.com	97215 Trux Point	Grand Junction	Colorado	81505
31	31	Abbey	Tabor	702-790-4565	ataboru@europa.eu	57316 Swallow Court	North Las Vegas	Nevada	89087
32	32	Wynn	Wynn	604-610-6565	wwynn1@comcast.net	6000 E. Main Street	Spokane	Washington	99207

Figure 2: Payment

SELECT * FROM payment p | Enter a SQL expression to filter results (use Ctrl+Space)

	payment_total	payment_type_id	offer_id
1	\$28,500.00	C12345	1
2	\$41,500.00	C98764	2
3	\$80,000.00	C96385	3
4	\$45,000.00	C85285	4
5	\$35,000.00	C77777	5
6	\$75,000.00	C65432	6
7	\$60,000.00	C98765	7
8	\$65,000.00	C99963	8
9	\$32,000.00	C78963	9
10	\$11,000.00	C99685	10
11	\$24,000.00	C22356	11
12	\$50,000.00	C77845	12
13	\$23,000.00	C85231	13
14	\$25,000.00	C33395	14
15	\$30,000.00	C77771	15
16	\$34,000.00	C66669	16
17	\$23,000.00	C99912	17
18	\$22,000.00	C88639	18
19	\$35,000.00	C33333	19
20	\$45,000.00	C22222	20
21	\$28,500.00	L32345	21
22	\$41,500.00	L88765	22
23	\$80,000.00	L96385	23
24	\$45,000.00	L95285	24
25	\$35,000.00	L97777	25
26	\$75,000.00	L85432	26
27	\$11,000.00	F49685	27
28	\$24,000.00	F42356	28
29	\$50,000.00	F47845	29
30	\$23,000.00	F45231	30

Figure 3: Finance

SELECT * FROM finance f | Enter a SQL expression to filter results (use Ctrl+Space)

	apr_percent	monthly_quantity	down_payment	payment_type_id
1	6.75	36	\$7,500.00	F45285
2	5.16	36	\$3,250.00	F47777
3	5.5	36	\$8,500.00	F45432
4	11.03	36	\$9,000.00	F48765
5	9.78	36	\$6,500.00	F49963
6	7.8	36	\$10,000.00	F48963
7	6.78	60	\$8,550.00	F49685
8	9.8	60	\$2,000.00	F42356
9	9.87	24	\$6,550.00	F47845
10	7.8	24	\$7,000.00	F45231
11	4.89	24	\$2,500.00	F43395
12	5.63	24	\$3,500.00	F47771
13	9.83	48	\$5,600.00	F46669
14	13.98	48	\$1,000.00	F49912
15	6.23	48	\$6,815.00	F48639
16	7.8	48	\$6,000.00	F43333
17	6.89	48	\$3,500.00	F42222

Figure 4: Lease

SELECT * FROM lease l | Enter a SQL expression to filter results (use Ctrl+Space)

	monthly_quantity	down_payment	mile_allowance	payment_type_id
1	2	\$6,000.00	10,000	L32345
2	3	\$3,000.00	12,000	L88765
3	3.5	\$10,500.00	15,000	L96385
4	2.5	\$7,500.00	15,000	L95285
5	6	\$3,250.00	15,000	L97777
6	9	\$8,500.00	15,000	L85432
7	7	\$2,000.00	10,000	L12356
8	9.5	\$6,550.00	1,200	L17845
9	15	\$7,000.00	10,000	L15231
10	5.6	\$2,500.00	10,000	L13395
11	7.8	\$3,500.00	10,000	L17771
12	4	\$5,600.00	15,000	L16669
13	3.3	\$1,000.00	15,000	L19912
14	6	\$6,815.00	15,000	L18639
15	4.8	\$6,000.00	15,000	L13333
16	5	\$3,500.00	15,000	L12222

Figure 6: Incentive Offer

	offer_id	incentive_id
1	1	in_01
2	2	in_02
3	3	in_03
4	4	in_04
5	5	in_05
6	6	in_05
7	7	in_03
8	8	in_05
9	9	in_01
10	10	in_05
11	11	in_05
12	12	in_05
13	13	in_03
14	14	in_05
15	15	in_03
16	16	in_05
17	17	in_04
18	18	in_04
19	18	in_05
20	20	in_04
21	21	in_02
22	22	in_04
23	23	in_05
24	24	in_02
25	25	in_02
26	26	29 in_02
27	27	30 in_02

Figure 5: Cash

	total_amount	payment_type_id
1	\$28,500.00	C12345
2	\$41,500.00	C98765
3	\$80,000.00	C96385
4	\$45,000.00	C85285
5	\$35,000.00	C77777
6	\$75,000.00	C65432
7	\$60,000.00	C98764
8	\$65,000.00	C99963
9	\$32,000.00	C78963
10	\$11,000.00	C99685
11	\$24,000.00	C22356
12	\$50,000.00	C77845
13	\$23,000.00	C85231
14	\$25,000.00	C33395
15	\$30,000.00	C77771
16	\$34,000.00	C66669
17	\$23,000.00	C99912
18	\$22,000.00	C88639
19	\$35,000.00	C33333
20	\$45,000.00	C22222

Figure 7: Incentive

	incentive_id	incentive_type	discount_rate
1	in_01	student	0.05
2	in_02	military	0.15
3	in_03	employee	0.1
4	in_04	referral	0.05
5	in_05	manufacturer	0.05

Figure 8: Warranty

	warranty_id	warranty_type	term_year	warranty_cost	description
1	w_1	basic warranty	3	\$0.00	bumper to bumper warranties with new car and will cover manufacturing error
2	w_2	dealership warranty	6	\$3,000.00	there are specific stipulations which may include that you can only have your car serviced at the dealership where you purchased your vehicle
3	w_3	extended warranty	8	\$3,500.00	after market warranty which is the extension of the basic warranty
4	w_4	powertrain	8	\$4,000.00	covering major part of the vehicle such as transmission, engine, transaxle parts
5	w_5	rust and corrosion coverage	8	\$2,000.00	covering incase of rust, usually after it's made a hole through the metal
6	w_6	emission warranty	8	\$3,700.00	covering any emission problems after the basic warranty
7	w_7	roadside assistance	8	\$2,500.00	if you are stranded on the side of the road due to issues with vehicle - 24/7 coverage

Figure 9: Inventory

	stock_number	vin	make	model	year	exterior_color	drive_train	inventory_location	transmission
1	A26031A	JF2SH6CC6AH80534	Subaru	Forester	2,010	Spark Silver Metallic	AWD	Nate Wade Subaru	4-Speed Automatic
2	2P30112G	WP0BA2Y14MSA7102	Porsche	Taycan	2,021	Carrera White Metallic	AWD	Audi Lehi	Automatic
3	3YU0417	WAUC4CF57L004869	Audi	S5 Sportback	2,020	Quantum Gray	AWD	Ken Garff Hyundai Southtowne	Automatic
4	LFB53910G	1FTFW1RG1LB53910	Ford	F-150 Raptor	2,020	Agate Black Metallic	4WD	Ken Garff West Valley Ford	Automatic
5	HEE64099T	1FTW83BT5HEE64099	Ford	Super Duty F-350	2,017	Magnetic Metallic	4WD	Ken Garff West Valley Ford	Automatic
6	NP1489B	4S4BP61C97343483	Subaru	Legacy Wagon Outback	2,007	Champagne Gold Opal	AWD	Nate Wade Subaru	4-Speed Automatic
7	1HU7772A	WUJABWGF8KA905694	Audi	RS 3	2,019	Glacier White Metallic	AWD	Ken Garff Honda Downtown	Automatic
8	NP1176A	JHLRE48797C123695	Honda	CR-V EX-L	2,007	Silver	4WD	Nate Wade Subaru	5-Speed Automatic
9	STKG97957	WBY2Z6C57KVG97957	BMW	i8	2,019	Crystal White Pearl Metallic	AWD	Ken Garff Hyundai Southtowne	Automatic
10	NP1283B	2HGFB1B85BH518393	Honda	Civic EX	2,011	Dyno Blue Pearl	FWD	Nate Wade Subaru	5-Speed Automatic
11	1HU7820	2HGFB2F82DH537551	Honda	Civic sedan EX	2,013	Taffeta White	FWD	Ken Garff Honda Downtown	Automatic
12	2HU7254A	5TFDY5F12XJ692570	Toyota	Tundra	2,018	Magnetic Gray Metallic	4WD	Ken Garff Honda of Orem	Automatic
13	1HU7815	1FTFW1RG4AMFC64419	Ford	F-150 Raptor	2,021	Iconic Silver Metallic	4WD	Ken Garff Honda Downtown	Automatic
14	3HUC5355	JF1GV8J67BL525355	Subaru	Impreza Sedan WRX STI	2,011	Dark Gray Metallic	AWD	Ken Garff Honda Riverdale	Manual
15	EX406093T	5TFUW5F17EX406093	Toyota	Tundra	2,014	Black	4WD	Ken Garff West Valley Ford	Automatic
16	4EX1119A	SALGS2TF7FA14614	Land Rover	Range Rover Supercharged	2,015	Santorini Black Metallic	4WD	Ken Garff Chevrolet	Automatic
17	1N3149A	1G1YF2D71F5119605	Chevrolet	Corvette 3LT	2,015	Black	RWD	Ken Garff Nissan Salt Lake	Automatic
18	STK130760	WA1CA4FY8J2130760	Audi	SQ5 Prestige	2,018	Daytona Gray Pearl Effect	AWD	Ken Garff Hyundai Southtowne	Automatic
19	1DX5192	5UXKU2C3H0U28637	BMW	X6 xDrive35i	2,017	Azurite Black Metallic	AWD	Ken Garff West Valley Chrysler Jeep Dodge Ram	Automatic
20	JKE82758T	1FTEW1E55JKE82758	Ford	F-150 LARIAT	2,018	Shadow Black	4WD	Ken Garff West Valley Ford	Automatic
21	1HU7813	WBXHT3C39GP880184	BMW	X1 xDrive28i	2,018	Mineral Grey Metallic	AWD	Ken Garff Honda Downtown	Automatic
22	NLB58588T	1FMEEDH6NLB58588	Ford	Bronco Everglades	2,022	Beige / Tan	4WD	Ken Garff West Valley Ford	Automatic
23	3Y13082B	1C4RJFDJXF700058	Jeep	Grand Cherokee SRT	2,015	Bright White Clearcoat	4WD	Ken Garff Hyundai Southtowne	Automatic
24	3YU4004A	1GK52GKC1HR206099	GMC	Yukon XL SLT	2,017	Iridium Metallic	4WD	Ken Garff Hyundai Southtowne	Automatic
25	LA243147W	SALYK2EX7LA243147	Land Rover	Range Rover Velar R-Dynamic S	2,020	Santorini Black Metallic	4WD	Ken Garff Jaguar & Land Rover	Automatic
26	1DW0732	JF1V1A8659B827238	Subaru	WRX Base	2,016	Crystal White Pearl	AWD	Ken Garff West Valley Chrysler Jeep Dodge Ram	Manual
27	3YU4046A	3C63RRML1JG373547	Ram	3500 Laramie	2,018	Pearl White	4WD	Ken Garff Hyundai Southtowne	Automatic
28	1DX5214	1ZVHP8AN7A126204	Ford	Mustang V6 Premium	2,010	Gray	RWD	Ken Garff West Valley Chrysler Jeep Dodge Ram	Automatic
29	3Y20246A	1GCAKZG4FC176317	Chevrolet	Silverado	2,012	NULL	4WD	Ken Garff Hyundai Southtowne	Automatic
30	NP1620A	JF2GTANCXKH226423	Subaru	Crosstrek Limited	2,019	Crystal White Pearl	AWD	Nate Wade Subaru	7-Speed CVT w/OD

Figure 10: Browses

		customer_id	stock_number
1		1	3N23116
2		2	3N22407
3		3	1M3162
4		4	PRA08990
5		5	P2164821
6		60	2H30268
7		69	3H23173
8		129	3H23230
9		237	PFA86345
10		26	PA357763
11		77	1M3153
12		223	ON35970
13		179	3N23156
14		92	3H23241
15		49	2H30175
16		156	OP21900
17		14	NP1644
18		192	2Y23776
19		231	NP1573
20		106	1H3254
21		89	3YZ0246A
22		300	1NU2073B
23		299	FR110374T
24		298	KA831270WA
25		277	GN045938W
26		266	5074222
27		245	NR352561T
28		289	KA215254W
29		241	NN2324B
30		156	KA213616T

Figure 11: Trade In

	trade_in_vin	offer_id	make	model	trade_in_status	trade_in_value	trade_date
1	1HIGCM82633A004352	1	Toyota	Camry	Authorized	\$3,500.00	2019-12-03
2	2HGFA16517H521190	[NULL]	Honda	Civic	Pending	\$4,000.00	2019-04-22
3	1FTFW1E6GJF869339	[NULL]	Ford	F-150	Denied	\$28,000.00	2019-10-10
4	1GNSK4EC7GR362551	[NULL]	Chevrolet	Tahoe	Authorized	\$24,000.00	2021-10-21
5	1N4AL3AP3DN548514	[NULL]	Nissan	Altima	Pending	\$6,500.00	2020-12-24
6	1C4BJWDG1L283372	8	Jeep	Wrangler	Authorized	\$18,500.00	2021-04-12
7	3GTU2VEC8FG156023	[NULL]	GMC	Sierra 1500	Pending	\$23,000.00	2020-12-20
8	5UXVZ4C59D0805918	[NULL]	BMW	X5	Pending	\$15,000.00	2021-04-23
9	WAUUFFAF3FN017425	[NULL]	Audi	A4	Authorized	\$12,000.00	2016-06-06
10	WDDGJ4HB9DG137721	[NULL]	Mercedes-Benz	C-Class	Denied	\$11,000.00	2021-03-23
11	5NPE24AF4FH089992	[NULL]	Hyundai	Sonata	Pending	\$5,000.00	2019-02-12
12	5XGM4A72EG259001	[NULL]	Kia	Optima	Denied	\$6,500.00	2021-01-26
13	2C3CDXT5JH198875	[NULL]	Dodge	Charger	Authorized	\$18,000.00	2018-12-15
14	454BRBLCTD3212459	[NULL]	Subaru	Outback	Pending	\$8,000.00	2018-09-10
15	1GYS4CKJ1GR308137	[NULL]	Cadillac	Escalade	Authorized	\$28,000.00	2019-06-07
16	JTGK1BA2D2008453	[NULL]	Lexus	RX 350	Authorized	\$15,000.00	2020-07-06
17	WP1AA2A28ELA03023	[NULL]	Porsche	Cayenne	Denied	\$25,000.00	2022-04-23
18	3VW2K7AJ2FM408283	[NULL]	Volkswagen	Jetta	Pending	\$8,500.00	2022-03-22
19	1C3CCAB9FN747694	[NULL]	Chrysler	200	Authorized	\$6,000.00	2022-02-02
20	JM3KE4BE9F0479259	[NULL]	Mazda	CX-5	Denied	\$10,000.00	2021-01-01
21	JN1BV7A8R2DM671538	[NULL]	Infiniti	Q50	Pending	\$13,000.00	2018-08-08
22	5GAKRCKD7FJ186032	[NULL]	Buick	Enclave	Pending	\$16,000.00	2022-04-03
23	5FRYD4H27GB014473	[NULL]	Acura	MDX	Authorized	\$20,000.00	2021-05-08
24	1FM5K8D82GGC46153	[NULL]	Ford	Explorer	Pending	\$17,000.00	2017-07-07
25	1GCVKREHFZ413729	[NULL]	Chevrolet	Silverado 1500	Denied	\$18,000.00	2022-03-03
26	5TFUY5F12DX272123	17	Toyota	Tundra	Authorized	\$17,000.00	2021-04-02
27	1G1YZ26E38510090	[NULL]	Chevrolet	Corvette	Denied	\$20,000.00	2012-11-11
28	2C3CDZBT3FH500389	[NULL]	Dodge	Challenger	Pending	\$18,500.00	2021-12-12
29	3C6JR6AG0GD619426	[NULL]	Ram	1500	Authorized	\$16,000.00	2023-12-23
30	JTEBU5JR5F5263937	[NULL]	Toyota	4Runner	Pending	\$21,000.00	2019-10-19
31	1FM5K7D8XEGC14652	[NULL]	Ford	Explorer	Authorized	\$19,500.00	2019-09-08

Figure 12: Delivery

	delivery_id	delivery_type	delivery_address	delivery_city	delivery_state	delivery_postal_code	offer_id
1	D_1	DROP_OFF	3010 Superior Parkway	Reno	Nevada	89510	1
2	D_2	PICK_UP	Ken Garff Nissan Riverdale 615 W Riverdale Rd	Riverdale	Utah	84405	2
3	D_3	PICK_UP	Mercedes-Benz of Salt Lake City 575 S State St	Salt Lake City	Utah	84111	3
4	D_4	PICK_UP	Ken Garff West Valley Ford 4091 W 3500 S	West Valley City	Utah	84120	4
5	D_5	PICK_UP	Ken Garff Jaguar & Land Rover 150 E 500 S	Salt Lake City	Utah	84111	5
6	D_6	PICK_UP	Ken Garff Honda of Orem 195 E University Pkwy	Orem	Utah	84058	6
7	D_7	DROP_OFF	0 Bartillon Way	Phoenix	Arizona	85099	7
8	D_8	DROP_OFF	6 Superior Court	Denver	Colorado	80249	8
9	D_9	PICK_UP	Ken Garff Honda Riverdale 950 W Riverdale Rd	Ogden	Utah	84405	9
10	D_10	PICK_UP	Ken Garff Honda Downtown 900 S State St	Salt Lake City	Utah	84111	10
11	D_11	DROP_OFF	67287 Daph Plaza	Pueblo	Colorado	81015	11
12	D_12	PICK_UP	Mercedes-Benz of Salt Lake City 575 S State St	Salt Lake City	Utah	84111	12
13	D_13	PICK_UP	Ken Garff Mesquite Ford Lincoln 76 Auto Mall Cir	Mesquite	Nevada	89027	13
14	D_14	DROP_OFF	8235 Lien Crossing	Salt Lake City	Utah	84170	14
15	D_15	DROP_OFF	17 Dennis Street	Provo	Utah	84605	16
16	D_16	PICK_UP	Ken Garff Hyundai Southtowne 10770 S Auto Mall Dr	Sandy	Utah	84070	17
17	D_17	PICK_UP	Ken Garff West Valley Ford 4091 W 3500 S	West Valley City	Utah	84120	18
18	D_18	DROP_OFF	843 Hintze Lane	Phoenix	Arizona	85077	19
19	D_19	DROP_OFF	916 Lyons Center	Salt Lake City	Utah	84130	20
20	D_20	PICK_UP	Ken Garff Honda of Orem 195 E University Pkwy	Orem	Utah	84058	21
21	D_24	PICK_UP	Ken Garff Honda of Orem 195 E University Pkwy	Orem	Utah	84058	22
22	D_21	DROP_OFF	77 Gale Court	Las Vegas	Nevada	89193	23
23	D_22	DROP_OFF	476 Northland Lane	Phoenix	Arizona	85035	24
24	D_23	DROP_OFF	35 Montana Terrace	Las Vegas	Nevada	12345	25
25	D_25	DROP_OFF	745 Novick Park	Colorado Springs	Colorado	94643	27
26	D_26	DROP_OFF	0 Walton Avenue	Denver	Colorado	80249	28
27	D_27	DROP_OFF	0 Crownhardt Plaza	Phoenix	Arizona	85005	29
28	D_28	DROP_OFF	14965 Sutherland Circle	Pueblo	Colorado	81015	30
29	D_29	DROP_OFF	5194 Longview Park	Gilbert	Arizona	85297	24

Figure 13: Used Car

	stock_number	mileage	kg_certified	carfax	title_type	lot_price
1	A26031A	234,231	[]	[v]	Clean	\$2,900.00
2	2P30112G	16,517	[v]	[v]	Clean	\$97,552.00
3	3YZ0417	70,702	[]	[v]	Clean	\$38,687.00
4	LFB53910G	39,310	[v]	[v]	Clean	\$63,550.00
5	HEE64099T	113,805	[v]	[v]	Clean	\$39,950.00
6	NP1489B	159,737	[]	[v]	Clean	\$3,000.00
7	1HU7772A	25,426	[]	[v]	Clean	\$51,990.00
8	NP1176A	219,238	[]	[v]	Clean	\$4,500.00
9	STKG97957	18,941	[]	[v]	Clean	\$99,901.00
10	NP1283B	136,272	[]	[v]	Clean	\$5,900.00
11	1HU7820	115,801	[]	[v]	Clean	\$12,990.00
12	2HU7254A	80,352	[]	[v]	Clean	\$34,950.00
13	1HU7815	51,631	[]	[v]	Clean	\$73,990.00
14	3HUC5355	79,185	[]	[v]	Clean	\$25,789.00
15	EX406093T	168,930	[]	[v]	Clean	\$19,650.00
16	4EX1119A	115,557	[]	[v]	Clean	\$26,300.00
17	IN3149A	23,483	[]	[v]	Clean	\$46,894.00
18	STK130760	57,555	[]	[v]	Clean	\$41,901.00
19	1DX5192	104,623	[]	[v]	Clean	\$26,581.00
20	JKE82758T	94,281	[]	[v]	Clean	\$31,750.00
21	1HU7813	100,088	[]	[v]	Clean	\$16,490.00
22	NLB58588T	6,481	[]	[v]	Clean	\$74,850.00
23	3Y13082B	32,380	[]	[v]	Clean	\$44,969.00
24	3YU4004A	144,000	[]	[v]	Clean	\$23,724.00
25	LA243147W	67,492	[]	[v]	Clean	\$39,899.00
26	1DW0732	65,368	[]	[v]	Clean	\$20,360.00
27	3YU4046A	269,811	[]	[v]	Clean	\$34,469.00
28	1DX5214	137,923	[]	[v]	Clean	\$8,416.00
29	3YZ0246A	119,599	[]	[v]	Clean	\$22,777.00
30	NP1620A	117,432	[]	[v]	Clean	\$21,000.00
31	1NU2073B	65,874	[]	[v]	Clean	\$17,840.00

Figure 14: New Car

	stock_number	package_type	trim	msrp
1	3N23116	Towing	Pro-4x 4WD Crew Cab	\$44,225.00
2	3N22407	Technology	SV 4WD Sport Utility	\$41,905.00
3	1M3162	NULL	EQE	\$120,095.00
4	PRA08990	NULL	XLT	\$36,665.00
5	P2164821	Technology	75th Edition	\$96,410.00
6	2H30268	NULL	LX	\$25,300.00
7	3H23173	NULL	EV	\$34,405.00
8	3H23230	NULL	TrailSport	\$51,845.00
9	PFA86345	Towing	Base	\$99,980.00
10	PA357763	Technology	R-Dynamic S	\$81,020.00
11	1M3153	NULL	Base	\$67,440.00
12	0N35970	Towing	SRW LARIAT	\$115,250.00
13	3N23156	Towing	Pro-4X	\$44,225.00
14	3H23241	NULL	Hybrid Sport	\$33,445.00
15	2H30175	Technology	Sport Utility	\$36,505.00
16	OP21900	Technology	Sport Utility	[NULL]
17	NP1644	NULL	Premium	\$36,771.00
18	2Y23776	Towing	Sport Utility	\$44,765.00
19	NP1573	NULL	Premium	\$31,907.00
20	1H3254	NULL	Sport	\$28,695.00
21	1M3172	NULL	Base	\$153,195.00
22	3H23259	Technology	Sport Utility	\$35,650.00
23	3Y13014	Technology	SE Crew Cab	\$27,365.00
24	2L2355	NULL	Sport Utility	\$77,147.00
25	1M3194	Technology	Base	\$84,395.00

Figure 15: Car Offer Quote

	offer_id	delivery_id	stock_number	offer_date	tax	warranty_id	customer_id	pre_discount_price	credit_score	co_signer	gross_price
1	18	D_18	3N22407	2020-01-17	5.25	w_2	18	\$47,262.51	[NULL]	No	\$47,262.51
2	19	D_19	PRA08990	2022-01-17	5.25	w_1	19	\$38,589.91	[NULL]	No	\$38,589.91
3	21	D_21	P2164821	2022-01-17	7.25	w_3	21	\$107,153.47	[NULL]	No	\$107,153.47
4	22	D_22	2H30268	2022-01-17	2.25	w_2	22	\$28,936.75	[NULL]	No	\$28,936.75
5	23	D_23	3H23173	2022-01-17	5.25	w_5	23	\$38,316.26	[NULL]	No	\$38,316.26
6	29	D_29	PA357763	2022-01-17	6.5	w_2	29	\$89,481.30	[NULL]	No	\$89,481.30
7	27	D_27	OP21900	2022-01-17	4.25	w_5	27	[NULL]	[NULL]	No	[NULL]
8	17	D_17	3N23116	2022-01-17	5.25	w_5	17	\$31,651.81	[NULL]	No	\$48,651.81
9	28	D_28	3H23241	2022-01-17	3.25	w_3	28	\$21,645.71	[NULL]	No	\$38,145.71
10	30	D_30	PFA86345	2022-01-17	5.5	w_1	30	\$73,478.90	[NULL]	No	\$105,478.90
11	1	D_1	A26031A	2022-01-01	5	w_1	1	(\$455.00)	[NULL]	No	\$3,045.00
12	8	D_8	NP1176A	2022-01-08	7	w_1	8	(\$13,685.00)	[NULL]	No	\$4,815.00
13	26	D_26	2Y23776	2022-01-17	6.25	w_6	26	\$51,494.06	[NULL]	No	\$51,494.06
14	25	D_25	NP1573	2022-01-17	8.25	w_7	25	\$37,245.57	[NULL]	No	\$37,245.57
15	24	D_24	3H23259	2022-01-17	5	w_4	24	\$41,632.50	[NULL]	No	\$41,632.50
16	2	D_2	2P30112G	2022-01-02	6.5	w_2	2	\$107,087.88	[NULL]	No	\$107,087.88
17	3	D_3	3YZ0417	2022-01-03	4.75	w_3	3	\$44,190.88	[NULL]	No	\$44,190.88
18	4	D_4	LFB53910G	2022-01-04	5.25	w_4	4	\$71,096.37	[NULL]	No	\$71,096.37
19	5	D_5	HEE64099T	2022-01-05	6.75	w_5	5	\$44,781.62	[NULL]	No	\$44,781.62
20	6	D_6	NP1489B	2022-01-06	5.5	w_6	6	\$7,068.50	[NULL]	No	\$7,068.50