

Instructions for the ATD Use

Your file should contain the last 100 used retail a

Do not include equipment

If you don't have 100 sales use the la

Every cell should be complete, le

Please use the drop down boxes for se

Upload to the Drop Box

aler Academy Class -ID No.		ATD040-21		DEALER ACADEMY USED TRUCK SPECIAL STUDY										
Name		John Schwind												
Phone Number		239-334-7300												
B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
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	Source of Veh Sold: 1=Trade frm New Veh 2=Trade frm Used Veh 3=Repossession 4=Auction 5=Finance Co 6=Off Lease 7=Direct Purchase 8= Dealer Consignment	Franchise In-line = 1 Non-Franc Out-of-line = 2
2014		Chevy	Medium Conv	45650	\$ 18,000.00	\$ -	\$ -	\$ -	\$ -	2	2	2	1	2
2007		Chevy	Medium Conv	245787	\$ 3,989.89	\$ 958.76	\$ -	\$ 1,006.13	\$ -	74	1	2	1	2
2012	Medium Duty	Ford	Medium Conv	125714	\$ 9,500.00	\$ -	\$ -	\$ -	\$ -	15	2	2	1	2
2007	Medium Duty	GMC	Medium Conv	168165	\$ 6,991.00	\$ 491.00	\$ -	\$ -	\$ -	7	2	2	1	2
2007	Medium Duty	GMC	Medium Conv	146711	\$ 2,700.00	\$ 200.00	\$ -	\$ -	\$ -	59	2	2	2	2
2003	Medium Duty	GMC	Medium Conv	140235	\$ 2,500.00	\$ -	\$ -	\$ -	\$ -	13	2	2	1	2
2005	Class 8	International	Vocational	404470	\$ 6,000.00	\$ -	\$ -	\$ -	\$ -	1	2	2	2	2
2003	Medium Duty	Isuzu	Medium COE		\$ 3,500.00	\$ -	\$ -	\$ -	\$ -	1	1	2	8	1
2011	Medium Duty	Isuzu	Medium COE	137020	\$ 34,000.00	\$ 1,232.38	\$ 1,070.87	\$ 2,380.72	\$ -	260	1	2	1	1
2010	Medium Duty	Isuzu	Medium COE	173334	\$ 10,140.58	\$ 1,294.05	\$ -	\$ 1,640.58	\$ -	87	1	1	1	1
2014	Medium Duty	Isuzu	Medium COE	16568	\$ 25,500.00	\$ 3,034.05	\$ 693.72	\$ 860.00	\$ -	2	1	2	8	1
2007	Medium Duty	Isuzu	Medium COE	100151	\$ 8,495.50	\$ 2,919.50	\$ -	\$ -	\$ -	30	2	2	1	1
2004	Medium Duty	Isuzu	Medium COE		\$ 5,500.00	\$ -	\$ -	\$ -	\$ -	1	2	2	1	1
	Medium Duty	Isuzu	Medium COE	355	\$ 78,409.12	\$ 4,309.12	\$ 351.18	\$ -	\$ -	77	1	2	3	1
2008	Medium Duty	Isuzu	Medium COE		\$ 8,500.00	\$ -	\$ -	\$ -	\$ -	15	2	2	1	1
2006	Medium Duty	Isuzu	Medium COE	65801	\$ 10,377.57	\$ -	\$ -	\$ 1,200.00	\$ -	20	2	2	1	1
2006	Medium Duty	Isuzu	Medium COE	108241	\$ 10,377.57	\$ 250.00	\$ -	\$ 1,200.00	\$ -	20	2	2	1	1
2006	Medium Duty	Isuzu	Medium COE	112256	\$ 16,897.00	\$ 3,165.97	\$ 350.00	\$ 3,291.67	\$ -	93	1	2	1	1
2016	Medium Duty	Isuzu	Medium COE	820	\$ 55,436.22	\$ 4,049.44	\$ 1,245.90	\$ 160.20	\$ -	11	1	2	7	1
2010	Class 8	Kenworth	Day Cab	642285	\$ 37,450.05	\$ 5,915.60	1169.95	\$ 469.20	\$ -	15	1	2	7	2
2013	Class 8	Mack	Day Cab	287377	\$ 78,000.00	\$ 4,900.50	\$ -	\$ 8,463.41	\$ -	36	1	2	8	1
1997	Class 8	Mack	Day Cab	108320	\$ 22,000.00	\$ 1,394.05	\$ -	\$ -	\$ -	6	1	2	8	1
2005	Class 8	Mack	Vocational		\$ 24,250.00	\$ 2,030.02	\$ -	\$ 219.98	\$ -	10	2	2	1	1
2015	Class 8	Mack	Day Cab	239843	\$ 76,489.55	\$ 2,655.13	\$ -	\$ 9,875.79	\$ -	54	1	2	7	1
2008	Class 8	Mack	Day Cab	395195	\$ 50,226.91	\$ 3,325.20	\$ -	\$ 4,274.71	\$ -	1	1	2	8	1
2016	Class 8	Mack	Vocational	22293	\$ 149,310.00	\$ 4,854.54	\$ -	\$ 1,887.46	\$ -	58	1	1	7	1
2007	Class 8	Mack	Day Cab	689756	\$ 10,600.00	\$ (3,914.57)	\$ -	\$ 7,763.94	\$ -	1000	1	2	7	1
2005	Class 8	Mack	Vocational	240238	\$ 54,699.29	\$ 7,762.53	\$ -	\$ 8,330.81	\$ -	7	1	2	8	1
2015	Class 8	Mack	Day Cab	219896	\$ 85,935.00	\$ 4,770.04	\$ 2,078.90	\$ 10,933.48	\$ -	147	1	2	7	1

