

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

| | | | | | | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | |
|--------------|---------------|----------------|-------------------|----------|--------------------|-------------------|--|----------------------------------|--------------------------------|---------------|--|--|
| aler Academy | Class -ID No. | 040-17 | | | | | | | | | | |
| | Name | Melissa Motter | Shoemaker | | | | | | | | | |
| | Phone Number | 570-594-2500 | | | | | | | | | | |
| B | C | D | E | F | G | H | I | J | K | L | M | N |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Model Year | Market | Manufacturer: | Type of Veh Sold: | Odometer | 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 |
| (4 digits) | Segment | | | Reading | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 2007 | Class 8 | Kenworth | Sleeper | 1348982 | \$ 31,560 | \$ 500 | \$ - | \$ - | \$ - | 1 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 513821 | \$ 51,375 | \$ (72.49) | \$ 360 | \$ - | \$ 750 | 113 | 1 | 2 |
| 2006 | Class 8 | Freightliner | Sleeper | 1087746 | \$ 10,940 | \$ 6,122.50 | \$ - | \$ - | \$ - | 20 | 2 | 2 |
| 2012 | Class 8 | Kenworth | Sleeper | 273314 | \$ 52,345 | \$ 2,761.20 | \$ - | \$ - | \$ 650 | 34 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 610110 | \$ 43,000 | \$ 2,100.00 | \$ 389 | \$ - | \$ - | 1 | 1 | 2 |
| 2006 | Class 8 | Kenworth | Sleeper | 1222971 | \$ 28,500 | \$ 3,892.00 | \$ - | \$ - | \$ 875 | 135 | 1 | 2 |
| 2013 | Class 8 | Peterbilt | Sleeper | 588837 | \$ 70,000 | \$ 11,720.00 | \$ - | \$ - | \$ 900 | 24 | 1 | 2 |
| 2014 | Class 8 | Kenworth | Sleeper | 502079 | \$ 74,342 | \$ 3,341.00 | \$ 6,929 | \$ - | \$ 600 | 122 | 1 | 2 |
| 2014 | Class 8 | Kenworth | Sleeper | 422376 | \$ 58,900 | \$ 7,859.00 | \$ - | \$ - | \$ 600 | 101 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 423013 | \$ 74,900 | \$ 5,099.00 | \$ 6,778 | \$ 1,000 | \$ - | 46 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 481415 | \$ 61,000 | \$ 5,374.00 | \$ - | \$ 180 | \$ - | 39 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 343706 | \$ 84,000 | \$ 5,381.00 | \$ 8,862 | \$ 1,000 | \$ - | 30 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 384490 | \$ 82,000 | \$ 3,750.00 | \$ - | \$ 1,000 | \$ - | 30 | 1 | 2 |
| | Class 8 | Kenworth | Sleeper | 51000 | \$ 151,000 | \$ 1,000.00 | \$ 4,530 | \$ - | \$ - | 1 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1250383 | \$ 31,500 | \$ 500.00 | \$ - | \$ - | \$ - | 81 | 1 | 2 |
| 2005 | Class 8 | Kenworth | Day Cab | 692344 | \$ 32,900 | \$ 10,530.00 | \$ - | \$ - | \$ 825 | 119 | 1 | 2 |
| | Class 8 | Kenworth | Sleeper | 363708 | \$ 111,000 | \$ 3,374.00 | \$ 3,095 | \$ - | \$ - | 145 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 412886 | \$ 65,000 | \$ 6,674.00 | \$ 2,107 | \$ - | \$ 750 | 28 | 1 | 2 |

| 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 | |
| 8 | 1 |
| 7 | 1 |
| 1 | 2 |
| 7 | 1 |
| 7 | 1 |
| 2 | 1 |
| 7 | 2 |
| 7 | 1 |
| 7 | 1 |
| 7 | 1 |
| 7 | 1 |
| 1 | 1 |
| 1 | 1 |
| 7 | 1 |
| 7 | 1 |
| 7 | 1 |
| 7 | 1 |
| 7 | 1 |

| aler Academy Class -ID No. | | 040-17 | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | | | | |
|----------------------------|-------------------|--------------------------|-------------------|--|--------------------|-------------------|-------------------|----------------------------------|--------------------------------|---------------|--|--|
| Name | | Melissa Motter Shoemaker | | | | | | | | | | |
| Phone Number | | 570-594-2500 | | | | | | | | | | |
| 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 |
| 2015 | Class 8 | Kenworth | Sleeper | 373944 | \$ 65,000 | \$ 8,077.00 | \$ - | \$ 1,000 | \$ - | 28 | 1 | 2 |
| 2008 | Class 8 | Kenworth | Sleeper | 1066875 | \$ 31,500 | \$ 500.00 | \$ 632.00 | \$ - | \$ - | 1 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1018153 | \$ 19,000 | \$ 500.00 | \$ - | \$ - | \$ - | 1 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 931682 | \$ 45,000 | \$ 6,104.00 | \$ - | \$ 1,150 | \$ - | 25 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 387937 | \$ 69,000 | \$ 10,555.00 | \$ - | \$ 1,000 | \$ - | 104 | 1 | 2 |
| 2012 | Class 8 | Kenworth | Sleeper | 270000 | \$ 47,000 | \$ 6,563.00 | \$ - | \$ - | \$ - | 26 | 1 | 2 |
| 2010 | Class 8 | Kenworth | Sleeper | 310561 | \$ 68,566 | \$ (1,210.00) | \$ 864 | \$ - | \$ - | 204 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1438309 | \$ 30,000 | \$ 500.00 | \$ - | \$ - | \$ - | 1 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1335136 | \$ 30,000 | \$ 500.00 | \$ - | \$ - | \$ - | 1 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 349724 | \$ 82,600 | \$ 2,774.00 | \$ - | \$ 1,000 | \$ - | 113 | 1 | 2 |
| 2011 | Class 8 | Kenworth | Sleeper | 816573 | \$ 33,500 | \$ 4,815.00 | \$ - | \$ - | \$ 650 | 103 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1238107 | \$ 31,000 | \$ 500.00 | \$ - | \$ - | \$ - | 35 | 1 | 2 |
| 2009 | Class 8 | Kenworth | Sleeper | 127306 | \$ 27,000 | \$ (10,353.00) | \$ - | \$ 180 | \$ - | 266 | 2 | 2 |
| 1987 | Class 8 | Kenworth | Day Cab | 991082 | \$ 8,500 | \$ 3,491.00 | \$ - | \$ - | \$ - | 25 | 1 | 2 |
| 2006 | Class 8 | Kenworth | Sleeper | 289766 | \$ 45,000 | \$ 5,327.00 | \$ 226 | \$ - | \$ 825 | 145 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Day Cab | 467183 | \$ 60,500 | \$ 3,980.00 | \$ - | \$ 1,000 | \$ - | 108 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 485321 | \$ 70,000 | \$ 2,503.00 | \$ - | \$ 1,000 | \$ - | 196 | 1 | 2 |
| 2007 | Class 8 | Kenworth | Sleeper | 1346187 | \$ 49,900 | \$ 16,850.00 | \$ 853 | \$ 1,000 | \$ - | 8 | 1 | 2 |
| 2015 | Class 8 | Kenworth | Sleeper | 502542 | \$ 77,695 | \$ 5,812.00 | \$ 3,439 | \$ 1,025 | \$ - | 26 | 1 | 2 |
| | Class 8 | Kenworth | Sleeper | 226296 | \$ 105,000 | \$ 3,000.00 | \$ 3,063 | \$ - | \$ - | 1 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 198244 | \$ 89,900 | \$ 5,826.00 | \$ 2,162 | \$ 1,000 | \$ - | 51 | 1 | 2 |
| 2014 | Class 8 | Peterbilt | Sleeper | 383157 | \$ 77,000 | \$ 24,249.00 | \$ - | \$ - | \$ 975 | 64 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 426036 | \$ 58,000 | \$ 3,226.00 | \$ 598 | \$ 1,000 | \$ - | 136 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 412967 | \$ 57,000 | \$ 6,654.00 | \$ - | \$ - | \$ 700 | 136 | 1 | 2 |
| 2014 | Class 8 | Kenworth | Sleeper | 931491 | \$ 63,000 | \$ 7,602.00 | \$ - | \$ - | \$ - | 29 | 1 | 2 |
| | Class 8 | Peterbilt | Sleeper | 367915 | \$ 101,450 | \$ 6,353.00 | \$ 6,752 | \$ - | \$ - | 20 | 1 | 2 |
| | Class 8 | Kenworth | Sleeper | 437067 | \$ 88,625 | \$ 10,127.00 | \$ 2,727 | \$ - | \$ 1,125 | 60 | 1 | 2 |
| 2013 | Class 8 | Kenworth | Sleeper | 604839 | \$ 51,125 | \$ 10,700.00 | \$ 1,573 | \$ - | \$ 950 | 125 | 1 | 2 |
| 2014 | Class 8 | Kenworth | Sleeper | 479426 | \$ 79,846 | \$ 11,285.00 | \$ 3,847 | \$ - | \$ - | 121 | 1 | 2 |

