

**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.		040-11		DEALER ACADEMY USED TRUCK SPECIAL STUDY														
Name		Brent Bruser																
Phone Number		205-616-4260																
B	C	D	E	F	G	H	I	J	K	L	M	N	O	P				
								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2		Source of Veh Sold:	Franchise				
																	1=Trade frm New Veh	
																	2=Trade frm Used Veh	In-line
																	Trade with purchase	3=Repossession = 1
Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)										1= yes	4=Auction 5=Finance Co Non-Franc
																	2=No	6=Off Lease Out-of-line
																	7=Direct Purchase = 2	
																	8= Dealer Consignment	
2015	Class 8	Kenworth	Vocational	206130	\$ 123,000	\$ 8,200	\$ 6,274	\$ 4,000	\$ 650	57	1	2	1	1				
2014	Class 8	Kenworth	Day Cab	402133	\$ 77,800	\$ 500.00	\$ 3,111	\$ -	\$ -	5	1	2	1	1				
2005	Class 8	Peterbilt	Vocational	479200	\$ 69,500	\$ 14,000.00	\$ 1,800	\$ 3,500	\$ 1,000	30	1	2	1	2				
2006	Class 8	Peterbilt	Vocational	403200	\$ 69,500	\$ 14,000.00	\$ 1,800	\$ 3,500	\$ 1,000	30	1	2	1	2				
2015	Class 8	Kenworth	Sleeper	386010	\$ 59,500	\$ 5,800.00	\$ 1,700	\$ 2,500	\$ 500	150	1	2	7	1				
2007	Class 8	Kenworth	Vocational	482023	\$ 35,000	\$ 6,000.00	-	\$ 3,000	\$ 650	15	1	2	1	1				
2017	Class 8	Peterbilt	Vocational	89100	\$ 137,000	\$ 9,000.00	-	\$ 2,000	\$ 650	60	1	2	1	2				
2014	Class 8	Kenworth	Sleeper	462000	\$ 58,000	\$ 6,000.00	-	\$ 3,000	\$ 650	180	1	2	7	1				
2015	Class 8	Kenworth	Sleeper	381210	\$ 62,600	\$ 7,000.00	-	\$ 2,500	\$ 650	150	1	2	7	1				
2015	Class 8	Kenworth	Sleeper	396107	\$ 62,500	\$ 7,000.00	-	\$ 2,500	\$ 650	150	1	2	7	1				
2007	Class 8	Kenworth	Sleeper	1112000	\$ 20,000	\$ 2,000.00	-	\$ 2,000	-	90	2	2	2	1				
2007	Class 8	Kenworth	Sleeper	1201000	\$ 20,000	\$ 2,000.00	-	\$ 2,000	-	90	2	2	2	1				
2010	Class 8	Kenworth	Sleeper	1115000	\$ 23,000	\$ 2,000.00	-	\$ 2,000	-	90	2	2	2	1				
2017	Class 8	Kenworth	Vocational	206330	\$ 144,500	\$ 10,000.00	-	\$ 3,000	\$ 800	20	1	2	1	1				
2007	Class 8	Kenworth	Vocational	1110000	\$ 27,500	\$ 7,000.00	-	\$ 2,000	-	90	1	2	2	1				
2007	Class 8	Kenworth	Vocational	1025000	\$ 27,500	\$ 7,000.00	-	\$ 2,000	-	90	1	2	2	1				
2007	Class 8	Kenworth	Vocational	1201000	\$ 27,500	\$ 7,000.00	-	\$ 2,000	-	90	1	2	2	1				
2015	Class 8	Kenworth	Vocational	452000	\$ 74,500	\$ 7,500.00	-	\$ 1,000	\$ 650	15	1	2	1	1				
2006	Class 8	Kenworth	Vocational	632010	\$ 65,500	\$ 7,800.00	\$ 2,367	\$ 1,000	\$ 650	15	1	2	1	1				
2012	Class 8	Kenworth	Vocational	408200	\$ 16,500	\$ 1,050.00	-	-	-	30	2	2	2	1				
2015	Class 8	Kenworth	Vocational	296000	\$ 121,500	\$ 4,000.00	\$ 1,254	\$ 4,000	\$ 650	103	1	2	1	1				
2010	Class 8	Peterbilt	Vocational	405000	\$ 64,500	\$ 14,000.00	-	\$ 3,000	\$ 650	130	1	2	1	2				

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B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
													Source of Veh Sold:	Franchise	
													1=Trade frm New Veh		
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													3=Repossession	= 1	
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	4=Auction		
(4 digits)	Segment		Reading									purchase	1= yes	5=Finance Co	Non-Franc
													2=No	6=Off Lease	Out-of-line
														7=Direct Purchase	= 2
													8= Dealer Consignment		
2015	Class 8	Kenworth	Vocational	382000	\$ 115,000	\$ 15,000.00	\$ 2,377	\$ 3,000	\$ 800	70	1	2	7	1	
2015	Class 8	Kenworth	Vocational	462000	\$ 75,000	\$ 7,000.00	-	\$ 2,000	\$ 650	45	1	2	1	1	
2015	Class 8	Kenworth	Vocational	475000	\$ 75,000	\$ 7,000.00	-	\$ 2,000	\$ 650	45	1	2	1	1	
2010	Class 8	Kenworth	Vocational	362000	\$ 61,000	\$ 8,800.00	-	\$ 2,000	\$ 650	130	1	2	1	2	
2010	Class 8	Kenworth	Vocational	415000	\$ 35,000	\$ 7,200.00	-	\$ 2,800	\$ 650	52	1	2	1	1	
2012	Class 8	Kenworth	Vocational	901200	\$ 15,000	\$ 1,000.00	-	-	-	20	2	2	2	1	
2012	Class 8	Peterbilt	Vocational	1020100	\$ 23,000	\$ 500.00	-	-	-	40	2	2	1	2	
1996	Class 8	Ford	Vocational	809101	\$ 35,000	-	-	-	-	15	2	2	1	2	
2014	Class 8	Kenworth	Vocational	452100	\$ 16,500	\$ 2,000.00	-	\$ 7,000	\$ 650	200	1	2	1	1	
2017	Class 8	Kenworth	Sleeper	205100	\$ 11,500	\$ 8,103.00	\$ 1,840	\$ 2,000	\$ 650	53	1	2	1	1	
2015	Class 8	Kenworth	Vocational	310000	\$ 118,500	\$ 5,800.00	-	\$ 5,000	\$ 800	110	1	2	1	1	
2018	Class 8	Kenworth	Sleeper	107000	\$ 149,000	\$ 14,500.00	\$ 5,850	\$ 2,000	\$ 600	25	1	2	1	1	
2015	Class 8	Peterbilt	Vocational	209000	\$ 112,500	\$ 8,000.00	-	\$ 4,000	\$ 1,000	185	1	2	1	2	
2015	Class 8	Kenworth	Vocational	362402	\$ 89,500	\$ 10,400.00	-	\$ 6,000	\$ 1,000	35	1	2	1		
2016	Class 8	Kenworth	Vocational	342100	\$ 74,500	\$ 2,800.00	\$ 5,000	-	\$ 650	180	1	2	1		
2014	Class 8	Kenworth	Sleeper	510100	\$ 38,450	\$ 6,000.00	\$ 1,200	\$ 3,000	\$ 650	123	1	2	1		
2015	Class 8	Kenworth	Sleeper	389000	\$ 65,800	\$ 8,800.00	-	\$ 2,000	\$ 650	190	1	2	7		
2013	Class 8	Peterbilt	Vocational	423000	\$ 47,200	\$ 5,411.00	-	\$ 6,000	\$ 500	280	1	2	7		
2014	Class 8	Kenworth	Sleeper	501	\$ 31,000	\$ 3,000.00	-	\$ 500	\$ 500	90	2	1	1		
2014	Class 8	Kenworth	Sleeper	501	\$ 31,000	\$ 3,000.00	-	\$ 500	\$ 500	90	2	1	1		
2014	Class 8	Kenworth	Sleeper	501	\$ 31,000	\$ 3,000.00	-	\$ 500	\$ 500	90	2	1	1		
2014	Class 8	Kenworth	Sleeper	501	\$ 31,000	\$ 3,000.00	-	\$ 500	\$ 500	90	2	1	1		
2014	Class 8	Kenworth	Sleeper	201	\$ 31,000	\$ 3,000.00	*	\$ 500	\$ 500	90	2	1	1		
2014	Class 8	Kenworth	Vocational	215000	\$ 108,200	\$ 11,600.00	\$ 2,230	\$ 4,000	\$ 1,000	85	1	1	7		
2013	Class 8	Peterbilt	Sleeper	800000	\$ 18,000	\$ 2,000.00	-	-	-	65	2	2	7		
2007	Class 8	Peterbilt	Vocational	752120	\$ 45,000	-	-	-	-	30	2	2	1		
2007	Class 8	Freightliner	Day Cab	1100	\$ 8,500	\$ 900.00	-	-	-	60	2	2	1		
2007	Class 8	Freightliner	Day Cab	1200	\$ 6,000	\$ 900.00	-	-	-	60	2	2	1		
2016	Class 8	Kenworth	Sleeper	362100	\$ 102,000	\$ 8,400.00	\$ 3,377	\$ 1,800	\$ 650	30	1	2	1		
2018	Class 8	Kenworth	Sleeper	105200	\$ 119,705	\$ 14,000.00	-	\$ 1,000	\$ 650	30	1	1	1		
2015	Class 8	Kenworth	Day Cab	361200	\$ 79,205	\$ 10,000.00	-	\$ 3,000	\$ 650	180	1	1	1		
2014	Class 8	Kenworth	Vocational	290100	\$ 113,700	\$ 17,000.00	-	\$ 25,000	\$ 1,000	45	1	2	7		
2014	Class 8	Kenworth	Sleeper	390100	\$ 72,000	\$ 6,200.00	-	\$ 3,000	\$ 650	150	1	2	7		

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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:	Franchise	
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2015	Class 8	Freightliner	Sleeper	365000	\$ 55,000	\$ 1,500.00	-	\$ 2,000	\$ 650	163	2	2	7		
2015	Class 8	Kenworth	Vocational	201300	\$ 117,000	\$ 5,200.00	-	\$ 2,500	\$ 1,000	180	1	2	1		
2016	Class 8	Kenworth	Sleeper	371200	\$ 99,000	\$ 6,805.00	-	\$ 4,000	\$ 650	75	2	2	1		
2015	Class 8	Kenworth	Day Cab	209100	\$ 75,900	\$ 9,000.00	\$ 2,000	\$ 4,000	\$ 650	115	1	2	1		
2014	Class 8	Kenworth	Day Cab	391200	\$ 81,500	\$ 9,000.00	\$ 2,315	\$ 3,500	\$ 60	230	2	3			
2013	Class 8	Peterbilt	Day Cab	362000	\$ 43,500	\$ 5,000.00	-	\$ 3,000	\$ 650	180	1	2			
2015	Class 8	Kenworth	Sleeper	190100	\$ 86,000	\$ 5,000.00	-	\$ 2,000	\$ 650	60	1	2			
2013	Class 8	Kenworth	Sleeper	502000	\$ 72,500	\$ 15,000.00	\$ 3,327	\$ 3,000	\$ 650	45	1	2			
2011	Class 8	Kenworth	Day Cab	700100	\$ 11,500	\$ 500.00	-	-	-	30	2	2			
2011	Class 8	Kenworth	Day Cab	800	\$ 8,500	\$ 500.00	-	-	-	30	2	2			
2011	Class 8	Kenworth	Day Cab	800	\$ 8,500	\$ 500.00	-	-	-	30	2	2			
2011	Class 8	Kenworth	Day Cab	700	\$ 11,500	\$ 500.00	-	-	-	30	2	2			
2011	Class 8	Kenworth	Day Cab	700	\$ 11,500	\$ 500.00	-	-	-	30	2	2			
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2015	Class 8	Kenworth	Sleeper	190100	\$ 88,750	\$ 7,000.00	-	\$ 1,500	\$ 500	30	1	1	2	1	
2016	Class 8	Kenworth	Sleeper	286000	\$ 105,000	\$ 15,000.00	\$ 3,700	\$ 2,000	\$ 650	35	1	2	1	1	
2001	Class 8	Peterbilt	Vocational	843100	\$ 17,000	\$ 1,400.00	-	-	-	10	2	2	1	2	
2016	Class 8	Kenworth	Vocational	106100	\$ 92,500	\$ 13,000.00	\$ 1,500	\$ 8,000	\$ 650	35	1	1	7	1	
2010	Class 8	Peterbilt	Sleeper	950200	\$ 6,500	\$ 350.00	-	-	-	20	2	2	1	2	
2015	Class 8	Kenworth	Day Cab	371000	\$ 76,500	\$ 6,100.00	-	\$ 4,000	\$ 550	150	1	2	1		
2016	Class 8	Kenworth	Day Cab	105000	\$ 91,000	\$ 12,000.00	-	\$ 8,000	\$ 550	45	1	2	7		
2007	Class 8	Kenworth	Day Cab	462000	\$ 42,000	\$ 4,000.00	-	-	-	30	1	2	1		
2016	Class 8	Kenworth	Sleeper	352100	\$ 99,000	\$ 7,611.00	-	\$ 2,000	\$ 550	75	2	2	1	1	
2015	Class 8	Kenworth	Sleeper	186000	\$ 109,778	\$ 6,800.00	-	\$ 2,000	\$ 550	40	1	1	2	1	
2007	Class 8	Mack	Vocational	600000	\$ 28,500	-	-	-	-		2	2	1	2	
2007	Class 8	Sterling	Vocational	600000	\$ 9,500	-	-	-	-				1	2	
2007	Class 8	Volvo	Vocational	600000	\$ 14,500	-	-	-	-		2	2	1	2	
2013	Class 8	Peterbilt	Day Cab	342000	\$ 46,000	\$ 9,400.00	-	\$ 3,000	\$ 500	30	1	2	7	2	
2005	Class 8	Kenworth	Vocational	452100	\$ 68,000	\$ 13,000.00	\$ 7,326	\$ 4,000	\$ 550	45	1	2	1	1	

