

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

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aler Academy Class -ID No.		ATD 040-24		DEALER ACADEMY USED TRUCK SPECIAL STUDY								
Name		Michael McGrath										
Phone Number		303-947-3840										
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
2007	Medium Duty	Other	Other	147761	\$ 15,900	\$ 7,400	0.00	\$ 2,500	0.00	54	1	2
2012	Medium Duty	Other	Other	63790	\$ 75,100	\$ 19,600.00	0.00	\$ 5,500	0.00	279	1	1
2000	Medium Duty	Other	Other	200000	\$ 1,500	\$ 259.00	0.00	\$ 492	0.00	37	2	2
2001	Medium Duty	Other	Other	176,184	\$ 5,500	\$ 1,876.00	0.00	\$ 624	0.00	55	1	2
2001	Medium Duty	Other	Other	143,824	\$ 5,500	\$ 1,876.00	0.00	\$ 624	0.00	53	1	2
1997	Medium Duty	Other	Other	200,000	\$ 3,000	\$ 1,037.00	0.00	\$ 463	0.00	7	2	2
1998	Medium Duty	Other	Other	211,687	\$ 5,500	\$ 1,759.00	0.00	\$ 741	0.00	48	2	2
2002	Medium Duty	Other	Other	63,145	\$ 8,065	\$ 3,771.00	0.00	\$ 544	0.00	53	1	2
2006	Medium Duty	Other	Other	120,075	\$ 11,025	\$ 2,494.00	0.00	\$ 531	0.00	133	1	2
2000	Medium Duty	Other	Other	133,011	\$ 5,069	\$ 1,306.00	0.00	\$ 513	0.00	2	1	2
1998	Medium Duty	Other	Other	210,960	\$ 5,750	\$ 2,521.00	0.00	\$ 229	0.00	40	2	2
1997	Medium Duty	Other	Other	248,332	\$ 5,750	\$ 1,984.00	0.00	\$ 766	0.00	40	2	2
2005	Medium Duty	Other	Other	59125	\$ 16,025	\$ 3,464.00	0.00	\$ 4,561	0.00	51	1	2
1997	Medium Duty	Other	Other	221041	\$ 5,000	\$ 1,351.00	0.00	\$ 649	0.00	25	2	2
2000	Medium Duty	Other	Other	184062	\$ 10,290	\$ 2,844.00	0.00	\$ 1,196	0.00	20	1	2
2000	Medium Duty	Other	Other	183687	\$ 10,290	\$ 3,164.00	0.00	\$ 876	0.00	20	1	2
1999	Medium Duty	Other	Other	175369	\$ 6,000	\$ 2,101.00	0.00	\$ 649	0.00	19	2	2
2003	Medium Duty	Other	Other	156489	\$ 5,750	\$ 2,014.00	0.00	\$ 736	0.00	126	1	2

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2009	Medium Duty	Other	Other	53515	\$ 10,500	\$ 1,879.00	0.00	\$ 2,621	0.00	181	2	2
2009	Medium Duty	Other	Other	75965	\$ 13,275	\$ 6,075.00	0.00	\$ 1,200	0.00	179	1	2
2004	Medium Duty	Other	Other	210200	\$ 5,000	\$ 1,411.00	0.00	\$ 89	0.00	119	2	2
2005	Medium Duty	Other	Other	202160	\$ 8,900	\$ 1,585.00	0.00	\$ 3,315	0.00	161	1	2
1989	Medium Duty	Other	Other	200358	\$ 2,200	\$ 267.00	0.00	\$ 683	0.00	51	2	2
2004	Medium Duty	Other	Other	140589	\$ 5,500	\$ 1,911.00	0.00	\$ 89	0.00	92	2	2
1999	Medium Duty	Other	Other	217535	\$ 5,700	\$ 1,807.00	0.00	\$ 1,143	0.00	45	2	2
2009	Medium Duty	Other	Other	135083	\$ 10,968	\$ 3,951.00	0.00	\$ 517	0.00	231	2	2
2003	Medium Duty	Other	Other	117924	\$ 5,500	\$ 2,711.00	0.00	\$ 289	0.00	6	1	2
2003	Medium Duty	Other	Other	173268	\$ 6,900	\$ (1,089.00)	0.00	\$ 4,239	0.00	7	1	2
2007	Medium Duty	Other	Other	173036	\$ 9,300	\$ (25.00)	0.00	\$ 75	0.00	7	2	2
2004	Medium Duty	Other	Other	250650	\$ 10,965	\$ 1,871.00	0.00	\$ 5,594	0.00	92	1	2
2004	Medium Duty	Other	Other	164379	\$ 10,965	\$ 2,750.00	0.00	\$ 4,715	0.00	92	1	2
2004	Medium Duty	Other	Other	217434	\$ 7,500	\$ 4,136.00	0.00	\$ 114	0.00	9	1	2
2004	Medium Duty	Other	Other	75290	\$ 8,030	\$ 3,641.00	0.00	\$ 89	0.00	419	1	2
2004	Medium Duty	Other	Other	136747	\$ 12,000	\$ 3,911.00	0.00	\$ 89	0.00	98	1	2
2007	Medium Duty	Other	Other	56239	\$ 1,000	\$ 1,000.00	0.00	\$ -	0.00	5	2	2
2005	Medium Duty	Other	Other	131146	\$ 1,000	\$ 1,000.00	0.00	\$ -	0.00	5	2	2
2006	Medium Duty	Other	Other	161457	\$ 6,000	\$ 1,991.00	0.00	\$ 2,009	0.00	49	2	2
2003	Medium Duty	Other	Other	161391	\$ 5,500	\$ 1,429.00	0.00	\$ 1,071	0.00	71	2	2
2003	Medium Duty	Other	Other	161197	\$ 5,000	\$ 1,911.00	0.00	\$ 89	0.00	71	2	2
2001	Medium Duty	Other	Other	195671	\$ 5,500	\$ 1,911.00	0.00	\$ 89	0.00	102	2	2
2007	Medium Duty	Other	Other	139916	\$ 36,900	\$ 11,802.00	0.00	\$ 9,098	0.00	255	1	2
2001	Medium Duty	Other	Other	27934	\$ 5,975	\$ 2,336.00	0.00	\$ 1,139	0.00	60	1	2
2001	Medium Duty	Other	Other	218279	\$ 6,375	\$ 1,749.00	0.00	\$ 2,126	0.00	42	1	2
2003	Medium Duty	Other	Other	215823	\$ 6,975	\$ 2,703.00	0.00	\$ 1,272	0.00	42	1	2
2002	Medium Duty	Other	Other	54270	\$ 8,000	\$ 3,477.00	0.00	\$ 273	0.00	72	1	2

O	P
Source of Veh Sold:	Franchise
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2=Trade frm Used Veh	In-line
3=Repossession	= 1
4=Auction	
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6=Off Lease	Out-of-line
7=Direct Purchase	= 2
8= Dealer Consignment	
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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 1= yes 2=No
2000	Medium Duty	Other	Other	147986	\$ 4,200	\$ 1,934.00	0.00	\$ 516	0.00	97	2	2
2008	Medium Duty	Other	Other	182225	\$ 2,425	\$ 1,106.00	0.00	\$ 319	0.00	8	2	2
2008	Medium Duty	Other	Other	163547	\$ 1,325	\$ 6.00	0.00	\$ 319	0.00	8	2	2
2010	Medium Duty	Other	Other	57967	\$ 15,000	\$ 7,411.00	0.00	\$ 89	0.00	98	2	2
2008	Medium Duty	Other	Other	179210	\$ 17,000	\$ 4,839.00	0.00	\$ 161	0.00	1	1	2
1997	Medium Duty	Other	Other	162887	\$ 5,000	\$ 2,411.00	0.00	\$ 89	0.00	55	1	2
2004	Medium Duty	Other	Other	72809	\$ 6,500	\$ 2,384.00	0.00	\$ 2,616	0.00	176	2	2
2001	Medium Duty	Other	Other	261982	\$ 4,500	\$ 2,411.00	0.00	\$ 89	0.00	55	1	2
2010	Medium Duty	Other	Other	123103	\$ 10,100	\$ 6,206.00	0.00	\$ 1,894	0.00	42	1	2
1991	Medium Duty	Other	Other	99705	\$ 2,289	\$ 386.00	0.00	\$ 653	0.00	56	1	2
2001	Medium Duty	Other	Other	208548	\$ 3,846	\$ 1,257.00	0.00	\$ 89	0.00	15	1	2
1998	Medium Duty	Other	Other	191385	\$ 5,900	\$ 2,311.00	0.00	\$ 89	0.00	30	1	2
1998	Medium Duty	Other	Other	422675	\$ 2,350	\$ 11.00	0.00	\$ 89	0.00	145	2	2
1995	Medium Duty	Other	Other	264603	\$ 5,000	\$ 1,911.00	0.00	\$ 89	0.00	77	1	2
1995	Medium Duty	Other	Other	243062	\$ 5,000	\$ 2,411.00	0.00	\$ 89	0.00	77	1	2
1998	Medium Duty	Other	Other	261636	\$ 6,198	\$ 1,790.00	0.00	\$ 1,908	0.00	63	1	2
1998	Medium Duty	Other	Other	51816	\$ 5,000	\$ 2,425.00	0.00	\$ 75	0.00	1	1	2
2004	Medium Duty	Other	Other	129958	\$ 5,991	\$ 1,350.00	0.00	\$ 1,041	0.00	269	1	2
2011	Medium Duty	Other	Other	75455	\$ 36,566	\$ 257.00	0.00	\$ 6,308	0.00	684	1	2
1994	Medium Duty	Other	Other	229955	\$ 4,500	\$ 411.00	0.00	\$ 89	0.00	258	2	2
2007	Medium Duty	Other	Other	121505	\$ 44,844	\$ (3,193.00)	0.00	\$ 31,037	0.00	237	1	2
2007	Medium Duty	Other	Other	105147	\$ 15,900	\$ 8,194.00	0.00	\$ 1,206	0.00	30	1	2
1991	Medium Duty	Other	Other	110373	\$ 5,500	\$ 2,156.00	0.00	\$ 844	0.00	83	1	2
2000	Medium Duty	Other	Other	219220	\$ 4,153	\$ 1,680.00	0.00	\$ 474	0.00	27	1	2
2004	Medium Duty	Other	Other	118153	\$ 20,975	\$ 4,087.00	0.00	\$ 8,388	0.00	117	1	1
2006	Medium Duty	Other	Other	200640	\$ 9,000	\$ 3,986.00	0.00	\$ 14	0.00	24	1	2

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2008	Medium Duty	Other	Other	165463	\$ 12,000	\$ 5,411.00	0.00	\$ 89	0.00	24	1	2
2012	Medium Duty	Other	Other	61294	\$ 78,532	\$ 20,556.00	0.00	\$ 7,975	0.00	109	1	1
2004	Medium Duty	Other	Other	200000	\$ 11,000	\$ 4,661.00	0.00	\$ 89	0.00	42	1	2
1991	Medium Duty	Other	Other	324776	\$ 2,500	\$ 736.00	0.00	\$ 14	0.00	310	2	2
1995	Medium Duty	Other	Other	205948	\$ 5,000	\$ 1,911.00	0.00	\$ 89	0.00	103	2	2
1996	Medium Duty	Other	Other	303521	\$ 5,000	\$ 1,911.00	0.00	\$ 89	0.00	78	2	2
2007	Medium Duty	Other	Other	125779	\$ 10,000	\$ 1,925.00	0.00	\$ 75	0.00	1	2	2
2004	Medium Duty	Other	Other	64755	\$ 12,775	\$ 8,462.00	0.00	\$ 642	0.00	349	1	2
1996	Medium Duty	Other	Other	267295	\$ 3,500	\$ 1,661.00	0.00	\$ 89	0.00	80	2	2
1997	Medium Duty	Other	Other	292856	\$ 3,500	\$ 2,411.00	0.00	\$ 89	0.00	80	2	2
2011	Medium Duty	Other	Other	73055	\$ 73,185	\$ 18,561.00	0.00	\$ 12,124	0.00	61	1	2
1998	Medium Duty	Other	Other	177846	\$ 5,000	\$ 2,661.00	0.00	\$ 89	0.00	49	2	2
2011	Medium Duty	Other	Other	70372	\$ 73,185	\$ 22,733.00	0.00	\$ 7,952	0.00	65	1	2
2011	Medium Duty	Other	Other	74200	\$ 73,185	\$ 21,707.00	0.00	\$ 8,978	0.00	45	1	2
1992	Medium Duty	Other	Other	169708	\$ 7,260	\$ 1,171.00	0.00	\$ 89	0.00	44	1	2
1988	Medium Duty	Other	Other	52235	\$ 3,000	\$ 986.00	0.00	\$ 14	0.00	231	2	2
2007	Medium Duty	Other	Other	205089	\$ 1,750	\$ 750.00	0.00	\$ -	0.00	5	2	2
2004	Medium Duty	Other	Other	82626	\$ 7,200	\$ 3,425.00	0.00	\$ 2,275	0.00	120	2	2
1988	Medium Duty	Other	Other	82819	\$ 3,000	\$ 986.00	0.00	\$ 14	0.00	224	2	2
2011	Medium Duty	Other	Other	72427	\$ 73,185	\$ 19,909.00	0.00	\$ 10,776	0.00	89	1	2
2011	Medium Duty	Other	Other	77859	\$ 73,185	\$ 21,313.00	0.00	\$ 9,372	0.00	91	1	2
2011	Medium Duty	Other	Other	60238	\$ 73,185	\$ 23,537.00	0.00	\$ 29,648	0.00	124	1	2
1998	Medium Duty	Other	Other	200000	\$ 3,015	\$ 1.00	0.00	\$ 14	0.00	4	2	2
2007	Medium Duty	Other	Other	94037	\$ 5,725	\$ 2,568.00	0.00	\$ 657	0.00	14	1	2
1996	Medium Duty	Other	Other	234545	\$ 5,500	\$ 2,354.00	0.00	\$ 646	0.00	23	2	2
2003	Medium Duty	Other	Other	99433	\$ 7,500	\$ 2,074.00	0.00	\$ 1,426	0.00	194	1	2

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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with purchase 1= yes 2=No	
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)						
(4 digits)	Segment			Reading									
2006	Medium Duty	Other	Other	200000	\$ 2,000	\$ 126.00	0.00	\$ 374	0.00	18	2	2	
1991	Medium Duty	Other	Other	98517	\$ 2,976	\$ 1,393.00	0.00	\$ 333	0.00	36	1	2	
1999	Medium Duty	Other	Other	192694	\$ 4,750	\$ 2,646.00	0.00	\$ 104	0.00	11	1	2	
2006	Medium Duty	Other	Other	108025	\$ 15,250	\$ 6,199.00	0.00	\$ 1,657	0.00	182	1	2	
2011	Medium Duty	Other	Other	74247	\$ 73,185	\$ 20,753.00	0.00	\$ 9,932	0.00	34	1	2	
2006	Medium Duty	Other	Other	77822	\$ 1,250	\$ 250.00	0.00	\$ -	0.00	22	2	2	
2008	Medium Duty	Other	Other	200000	\$ 750	\$ 250.00	0.00	\$ -	0.00	22	2	2	
2012	Medium Duty	Other	Other	70175	\$ 78,532	\$ 23,051.00	0.00	\$ 5,481	0.00	44	1	1	

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3=Repossession	= 1
4=Auction	
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6=Off Lease	Out-of-line
7=Direct Purchase	= 2
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