

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

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	Dealer Academy	Class -ID No.	ATD 040 - 26					DEALER ACADEMY USED TRUCK SPECIAL STUDY							
		Name	John Mauseth												
		Phone Number	204-771-1349												
A	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	
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	Model Year	Market	Manufacturer	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)							
	(4 digits)	Segment			Reading										
					KLM	CANADIAN									
1	2014	Class 8	Peterbilt	Sleeper	777,778	\$ 58,837	\$ 1,000	\$ -	\$ 4,378	\$ 1,704	523	2	2	7	2
2	2015	Class 8	Volvo	Sleeper	775,281	\$ 84,900	\$ 4,000.00	\$ -	\$ 2,939	\$ -	108	1	2	6	1
3	2018	Class 8	Volvo	Day Cab	41,794	\$ 121,250	\$ 3,806.00	\$ -	\$ -	\$ -	8	1	2	6	1
4	2012	Class 8	Freightliner	Day Cab	798,920	\$ 25,000	\$ (2,853.00)	\$ -	\$ 1,619	\$ 10,342	853	1	2	1	2
5	2009	Class 8	Volvo	Sleeper	1,536,454	\$ 12,445	\$ 1,920.00	\$ -	\$ 536	\$ -	651	2	2	1	1
6	2009	Class 8	Volvo	Sleeper	1,668,727	\$ 12,445	\$ 204.00	\$ -	\$ 1,757	\$ -	809	2	2	1	1
7	2013	Class 8	Volvo	Sleeper	1,049,013	\$ 46,720	\$ 7,582.00	\$ -	\$ 7,462	\$ 1,200	392	1	2	1	1
8	2008	Class 8	Freightliner	Sleeper	2,109,669	\$ 15,069	\$ 5,649.00	\$ -	\$ -	\$ -	33	2	2	2	2
9	2014	Class 8	Freightliner	Sleeper	1,151,676	\$ 27,510	\$ 3,098.00	\$ -	\$ 1,765	\$ 1,109	55	2	2	8	2
10	2009	Class 8	Volvo	Day Cab	863,517	\$ 13,500	\$ 2,010.00	\$ -	\$ 983	\$ -	38	1	2	8	1
11	2015	Class 8	Volvo	Sleeper	871,518	\$ 61,700	\$ 6,297.00	\$ -	\$ 481	\$ 2,375	237	1	2	1	1
12	2015	Class 8	Volvo	Sleeper	754,576	\$ 61,856	\$ 500.00	\$ -	\$ 224	\$ 832	235	2	2	1	1
13	2013	Class 8	Volvo	Sleeper	1,183,524	\$ 26,000	\$ 7,188.00	\$ -	\$ 697	\$ -	21	1	2	1	1
14	2014	Class 8	Volvo	Sleeper	583,494	\$ 65,000	\$ 11,189.00	\$ -	\$ 9,030	\$ 4,040	213	1	2	7	1
15	2015	Class 8	Mack	Sleeper	520,821	\$ 55,000	\$ 18,377.00	\$ -	\$ 1,073	\$ -	98	1	2	7	2
16	2018	Class 8	Volvo	Sleeper	72,960	\$ 180,770	\$ 18,084.00	\$ -	\$ 2,396	\$ -	44	1	1	7	1
17	2015	Class 8	Volvo	Sleeper	706,964	\$ 81,500	\$ 4,000.00	\$ 1,937	\$ 3,076	\$ 1,200	108	1	2	6	1
18	2014	Class 8	Volvo	Sleeper	860,431	\$ 66,298	\$ 6,298.00	\$ -	\$ 27,268	\$ 3,269	356	1	2	8	1
19	2014	Class 8	Kenworth	Sleeper	719,105	\$ 65,000	\$ 14,471.00	\$ 1,638	\$ 4,448	\$ 2,533	349	1	2	1	2
20	2014	Class 8	Volvo	Sleeper	896,428	\$ 67,000	\$ 5,788.00	\$ -	\$ 4,109	\$ 632	168	1	2	1	1
21	2015	Class 8	Volvo	Sleeper	1,179,895	\$ 57,900	\$ 5,146.00	\$ -	\$ 11,728	\$ 3,975	183	1	2	1	1
22	2015	Class 8	Volvo	Sleeper	838,687	\$ 57,818	\$ 500.00	\$ -	\$ 317	\$ 1,200	216	2	2	1	1
23	2015	Class 8	Volvo	Sleeper	773,307	\$ 63,197	\$ 500.00	\$ -	\$ 646	\$ 1,000	202	2	2	1	1
24	2015	Class 8	Volvo	Sleeper	796,215	\$ 50,712	\$ 500.00	\$ -	\$ 3,485	\$ 727	243	2	2	1	1
25	2018	Class 8	Volvo	Sleeper	674,414	\$ 105,000	\$ 6,652.00	\$ 2,400	\$ 9,948	\$ -	125	1	2	1	1
26	2012	Class 8	Volvo	Sleeper	604,232	\$ 50,310	\$ 22,859.00	\$ -	\$ 7,252	\$ 2,829	65	1	2	7	1
27	2012	Class 8	Volvo	Sleeper	650,147	\$ 50,310	\$ 24,709.00	\$ -	\$ 15,584	\$ 1,306	65	1	2	7	1
28	2014	Class 8	Volvo	Sleeper	741,201	\$ 70,000	\$ 4,000.00	\$ 984	\$ 4,837	\$ 724	349	1	2	6	1
29	2014	Medium Duty	Hino	Medium Conv	174,026	\$ 52,500	\$ 4,000.00	\$ 1,295	\$ 887	\$ -	14	1	2	6	1
30	2018	Class 8	Volvo	Sleeper	316,779	\$ 137,000	\$ 4,000.00	\$ 3,028	\$ -	\$ -	120	1	2	6	1
31	2014	Class 8	Volvo	Sleeper	689,460	\$ 70,500	\$ (2,248.00)	\$ 1,199	\$ 8,530	\$ 3,225	508	1	2	7	1
32	2013	Class 8	Freightliner	Day Cab	690116	\$ 55,000	\$ 12,769.00	\$ -	\$ 2,227	\$ 109	282	1	2	7	2
33	2013	Class 8	Volvo	Sleeper	1,065,902	\$ 43,000	\$ 3,069.00	\$ -	\$ 6,992	\$ 1,436	614	1	2	1	1
33	2009	Class 8	Volvo	Sleeper	2,395,779	\$ 12,124	\$ 3,127.00	\$ -	\$ 197	\$ -	231	2	2	1	1
34	2013	Class 8	Volvo	Sleeper	1,118,443	\$ 39,572	\$ 500.00	\$ -	\$ 6,272	\$ 1,260	178	2	2	7	1
35	2017	Class 8	Mack	Sleeper	524,345	\$ 92,450	\$ 13,015.00	\$ -	\$ 5,510	\$ 4,387	79	1	2	7	2
36	2017	Class 8	Mack	Sleeper	460,663	\$ 92,450	\$ 14,624.00	\$ -	\$ 3,079	\$ 5,353	79	1	2	7	2
37	2014	Class 8	Volvo	Sleeper	862,009	\$ 58,050	\$ 3,910.00	\$ -	\$ 2,379	\$ 562	415	1	2	6	1
38	2014	Class 8	Volvo	Sleeper	801344	\$ 54,694	\$ 500.00	\$ -	\$ 6,948	\$ 7,175	546	2	2	1	1
39	2006	Class 8	Volvo	Sleeper	2,739,638	\$ 19,900	\$ 11,863.00	\$ -	\$ 137	\$ 564	29	1	2	2	1
40	2008	Class 8	Volvo	Sleeper	1,749,799	\$ 18,000	\$ 5,896.00	\$ -	\$ 1,839	\$ 99	29	1	2	1	1
41	2013	Class 8	Volvo	Sleeper	1,292,875	\$ 32,857	\$ 1,000.00	\$ -	\$ 627	\$ 830	199	2	2	1	1
42	2010	Class 8	Volvo	Sleeper	1,813,755	\$ 19,000	\$ 7,513.00	\$ -	\$ 2,487	\$ -	155	1	2	1	1
43	2015	Class 8	Volvo	Sleeper	583,626	\$ 89,000	\$ 1,375.00	\$ 4,000	\$ 5,139	\$ 176	23	1	2	1	1
44	2012	Class 8	Volvo	Sleeper	1,903,386	\$ 23,220	\$ 7,991.00	\$ -	\$ 998	\$ 570	197	1	2	1	1
45	2015	Class 8	Volvo	Sleeper	768,182	\$ 78,210	\$ 1,796.00	\$ -	\$ 7,544	\$ 775	216	1	2	1	1
45	2016	Class 8	Volvo	Sleeper	728,091	\$ 74,609	\$ 500.00	\$ -	\$ 208	\$ 1,000	151	2	2	1	1
46	2016	Class 8	Volvo	Sleeper	780,852	\$ 74,177	\$ 500.00	\$ -	\$ 775	\$ 1,000	126	2	2	1	1

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	<u>Model Year</u>	<u>Market</u>	<u>Manufacturer</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>							
	(4 digits)	<u>Segment</u>			<u>Reading</u>										
					KLM	CANADIAN									
47	2015	Class 8	Kenworth	Medium Conv	263,459	\$ 47,900	\$ 15,089.00	\$ -	\$ 4,355	\$ 755	51	1	2	2	2
47	2014	Class 8	Peterbilt	Sleeper	749,305	\$ 55,506	\$ -	\$ -	\$ 3,837	\$ 584	412	2	2	7	2
48	2014	Class 8	Volvo	Sleeper	880,357	\$ 62,215	\$ 16,130.00	\$ -	\$ 213	\$ 417	211	1	1	7	1
49	2016	Class 8	Volvo	Day Cab	223,230	\$ 110,475	\$ 10,208.00	\$ -	\$ 13,764	\$ -	23	1	2	7	1
50	2016	Class 8	Volvo	Day Cab	245,322	\$ 110,475	\$ 9,372.00	\$ -	\$ 14,603	\$ -	23	1	2	7	1
51	2013	Class 8	Volvo	Sleeper	1,538,800	\$ 31,572	\$ -	\$ -	\$ 13,991	\$ 1,145	904	2	2	1	1
52	2013	Class 8	Volvo	Sleeper	727,051	\$ 57,000	\$ 2,151.00	\$ -	\$ 6,191	\$ 3,634	850	1	2	1	1
53	2010	Class 8	Western Star	Sleeper	1,053,965	\$ 23,350	\$ 8,324.00	\$ -	\$ 752	\$ -	74	1	2	2	2
53	2013	Class 8	Volvo	Sleeper	642,932	\$ 42,500	\$ 4,750.00	\$ -	\$ 1,191	\$ 12,202	166	1	2	8	1
54	2009	Class 8	Volvo	Sleeper	1,909,422	\$ 14,950	\$ 6,818.00	\$ -	\$ 58	\$ -	71	1	2	2	1
55	2012	Class 8	Mack	Sleeper	907,000	\$ 7,000	\$ 2,510.00	\$ -	\$ -	\$ 490	10	1	2	1	2
56	2012	Class 8	Mack	Sleeper	970,197	\$ 20,000	\$ 8,000.00	\$ -	\$ -	\$ -	11	1	2	1	2
57	2014	Class 8	Volvo	Sleeper	802,705	\$ 37,007	\$ -	\$ -	\$ 207	\$ -	125	2	2	1	1
58	2014	Class 8	Volvo	Sleeper	806,470	\$ 40,410	\$ -	\$ -	\$ 210	\$ 1,000	125	2	2	1	1
59	2015	Class 8	Volvo	Sleeper	896,279	\$ 55,000	\$ 716.00	\$ -	\$ 1,668	\$ 1,316	132	1	2	1	1
60	2015	Class 8	Volvo	Sleeper	901,035	\$ 55,000	\$ 2,389.00	\$ -	\$ 211	\$ 1,000	127	1	2	1	1
60	2016	Class 8	Volvo	Sleeper	784,583	\$ 74,880	\$ 14,820.00	\$ -	\$ 2,661	\$ -	143	1	2	1	1
61	2011	Class 8	Kenworth	Sleeper	929,177	\$ 17,775	\$ -	\$ -	\$ 461	\$ 777	752	2	2	1	2
62	2013	Class 8	Volvo	Sleeper	1,063,983	\$ 48,950	\$ 8,205.00	\$ 1,374	\$ 9,474	\$ 2,751	638	1	2	1	1
63	2011	Class 8	Freightliner	Sleeper	716,066	\$ 42,950	\$ (8,342.00)	\$ -	\$ 14,176	\$ 6,529	365	1	2	7	2
64	2014	Class 8	Volvo	Sleeper	799,637	\$ 44,986	\$ -	\$ -	\$ 4,290	\$ 2,075	450	2	2	1	1
65	2003	Class 8	Volvo	Sleeper	2,913,438	\$ 10,000	\$ 1,375.00	\$ -	\$ 2,790	\$ 1,335	127	1	2	2	1
66	2003	Class 8	Volvo	Sleeper	2,743,021	\$ 10,500	\$ 2,956.00	\$ -	\$ 644	\$ -	205	1	2	1	1
67	2013	Class 8	Kenworth	Sleeper	890,643	\$ 35,000	\$ 4,989.00	\$ -	\$ 3,316	\$ 1,043	39	1	2	8	2
68	2015	Class 8	Volvo	Sleeper	956,870	\$ 62,950	\$ 18,483.00	\$ -	\$ 7,329	\$ -	91	1	2	1	1
69	2015	Class 8	Volvo	Sleeper	801,059	\$ 52,500	\$ -	\$ -	\$ -	\$ -	85	2	2	1	1
70	2016	Class 8	Volvo	Sleeper	777,259	\$ 73,205	\$ -	\$ -	\$ 204	\$ 2,000	71	2	2	1	1
71	2015	Class 8	Volvo	Sleeper	579,745	\$ 99,900	\$ 15,247.00	\$ -	\$ 5,892	\$ 2,259	87	1	2	1	1
72	2013	Class 8	Volvo	Sleeper	809,780	\$ 57,900	\$ 6,429.00	\$ -	\$ 3,248	\$ 9,982	256	1	2	7	1
73	2017	Class 8	Volvo	Sleeper	165,859	\$ 135,800	\$ 13,344.00	\$ 1,600	\$ 888	\$ 3,065	141	1	2	7	1
74	2016	Class 8	Volvo	Sleeper	440,797	\$ 103,000	\$ 17,811.00	\$ 3,000	\$ 3,400	\$ 622	90	1	2	7	1
75	2015	Class 8	Volvo	Sleeper	576,055	\$ 92,000	\$ 12,654.00	\$ 2,000	\$ 8,677	\$ -	45	1	1	7	1
76	2014	Class 8	Volvo	Sleeper	800,184	\$ 46,053	\$ (26.00)	\$ -	\$ 3,359	\$ 2,239	464	2	2	1	1
77	2013	Class 8	Volvo	Sleeper	1,207,320	\$ 43,950	\$ 10,065.00	\$ 1,050	\$ 1,634	\$ 2,251	181	1	2	1	1
78	2008	Class 8	Volvo	Sleeper	1,943,831	\$ 18,900	\$ 5,924.00	\$ -	\$ 10	\$ 466	126	1	2	1	1
79	2013	Class 8	Volvo	Sleeper	1,072,822	\$ 60,373	\$ 10,913.00	\$ -	\$ 10,567	\$ 8,930	213	1	2	1	1
80	2007	Class 8	Western Star	Sleeper	2,433,454	\$ 15,750	\$ 6,403.00	\$ -	\$ -	\$ -	51	2	2	1	2
81	2003	Medium Duty	International	Medium Conv	357,735	\$ 12,000	\$ 4,196.00	\$ -	\$ 1,303	\$ -	260	1	2	1	2
82	2009	Class 8	Volvo	Sleeper	892,489	\$ 23,950	\$ 1,395.00	\$ -	\$ 1,434	\$ -	214	1	2	7	1
83	2012	Class 8	Mack	Day Cab	947,721	\$ 39,000	\$ 5,617.00	\$ -	\$ 8,390	\$ 5,675	597	1	2	2	2
84	2015	Class 8	Volvo	Sleeper	798,042	\$ 67,500	\$ 5,811.00	\$ -	\$ 714	\$ 5,175	31	1	2	1	1
85	2014	Class 8	Volvo	Sleeper	805,049	\$ 60,480	\$ (2,144.00)	\$ -	\$ 8,373	\$ 1,613	443	1	1	1	1
86	2013	Class 8	Volvo	Sleeper	1,323,370	\$ 24,000	\$ -	\$ -	\$ -	\$ -	135	2	2	1	1
87	2013	Class 8	Volvo	Sleeper	1,301,258	\$ 20,562	\$ -	\$ -	\$ 62	\$ -	142	2	2	1	1
88	2009	Class 8	Volvo	Sleeper	1,751,705	\$ 15,000	\$ 2,827.00	\$ -	\$ 1,814	\$ -	187	1	2	1	1
89	2016	Class 8	Volvo	Sleeper	710,911	\$ 95,000	\$ 6,522.00	\$ -	\$ 3,596	\$ -	96	1	2	1	1
90	2005	Class 8	Freightliner	Day Cab	192,061	\$ 22,896	\$ -	\$ -	\$ 2,721	\$ 1,500	226	2	2	7	2
91	2014	Class 8	Volvo	Sleeper	807,537	\$ 59,890	\$ 7,050.00	\$ -	\$ 4,740	\$ 7,253	63	1	2	7	1
92	2016	Class 8	Volvo	Sleeper	356,916	\$ 100,000	\$ 14,750.00	\$ -	\$ -	\$ -	32	2	2	7	1

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93	2016	Class 8	Volvo	Sleeper	286,432	\$ 100,000	\$ 14,750.00	\$ -	\$ -	\$ -	33	2	2	7	1
94	2015	Class 8	Volvo	Sleeper	828,829	\$ 45,000	\$ 7,850.00	\$ -	\$ -	\$ -	25	1	2	1	1
95	2012	Class 8	Volvo	Sleeper	1,479,643	\$ 27,900	\$ 6,286.00	\$ -	\$ 4,078	\$ -	34	1	2	1	1
96	2012	Class 8	Volvo	Sleeper	694137	\$ 55,000	\$ 11,175.00	\$ -	\$ 7,037	\$ 1,763	175	1	2	7	1
97	2017	Class 8	Volvo	Sleeper	172,038	\$ 139,950	\$ 10,724.00	\$ -	\$ 210	\$ 996	64	1	1	7	1
98	2014	Class 8	Volvo	Sleeper	802,309	\$ 61,000	\$ 7,526.00	\$ -	\$ 5,323	\$ 907	364	1	2	1	1
99	2009	Class 8	Volvo	Sleeper	1,519,178	\$ 22,900	\$ 8,455.00	\$ -	\$ 1,891	\$ 1,200	96	1	2	1	1
100	2013	Class 8	Volvo	Sleeper	953,100	\$ 45,000	\$ 9,828.00	\$ -	\$ 772	\$ -	82	1	2	1	1