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

ed Truck Study
and wholesale truck transactions
or trailers
ast 12 months of data
eave no cell blank
election where provided
provided

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 (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	Medium Duty	Kenworth					$ -					

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	

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