

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 USED TRUCK SPECIAL STUDY					
aler Academy	Class -ID No.	4020										
	Name	Tyson Somerville										
	Phone Number	(416) 315-2810										
B	C	D	E	F	G	H	I	J	K	L	M	N
								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	
<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>					<u>Trade with</u>
(4 digits)	<u>Segment</u>			<u>Reading</u>								<u>purchase</u>
												1= yes
												2=No
2014	Medium Duty	Hino	Medium Conv	62,961	\$ 77,795	\$ 11,563	\$ -	\$ 1,222	\$ -	56	1	2
2012	Medium Duty	Hino	Medium Conv	93,345	\$ 57,405	\$ 17,815.20	\$ -	\$ 1,785	\$ -	99	1	2
2014	Medium Duty	Hino	Medium Conv	64,625	\$ 77,900	\$ 11,854.35	\$ -	\$ 743	\$ 97	41	1	2
2010	Medium Duty	Hino	Medium Conv	261,608	\$ 11,198	\$ 259.66	\$ -	\$ -	\$ -	9	1	2
2014	Medium Duty	Hino	Medium Conv	57,488	\$ 78,695	\$ 13,016.37	\$ 1,000	\$ 424	\$ -	14	1	2
2014	Medium Duty	Hino	Medium Conv	43,972	\$ 77,795	\$ 9,323.26	\$ -	\$ 667	\$ -	16	1	2
2012	Medium Duty	Hino	Medium COE	84,366	\$ 36,500	\$ 149.00	\$ -	\$ -	\$ -	30	1	2
2014	Medium Duty	Hino	Medium Conv	40,312	\$ 83,195	\$ 13,415.00	\$ 1,000	\$ 935	\$ -	90	1	2
2013	Medium Duty	Hino	Medium COE	77,685	\$ 53,745	\$ 8,251.46	\$ -	\$ 416	\$ -	56	1	2
2013	Medium Duty	Hino	Medium COE	121,406	\$ 53,795	\$ 7,778.89	\$ 1,000	\$ 2,434	\$ 2,950	34	1	2
2013	Medium Duty	Hino	Medium COE	63,020	\$ 53,445	\$ 6,189.10	\$ 1,000	\$ 3,726	\$ -	52	1	2
2012	Medium Duty	Hino	Medium Conv	98,187	\$ 58,795	\$ 4,432.35	\$ 1,000	\$ 1,163	\$ -	5	1	2
2014	Medium Duty	Hino	Medium Conv	76,694	\$ 82,495	\$ 10,293.98	\$ 1,000	\$ 3,325	\$ -	14	1	2
2012	Medium Duty	Hino	Medium Conv	202,670	\$ 71,000	\$ 14,558.89	\$ -	\$ 6,212	\$ 2,517	73	1	2
2015	Medium Duty	Hino	Medium Conv	61,170	\$ 85,705	\$ 13,086.66	\$ 1,500	\$ 808	\$ -	68	1	2
2016	Medium Duty	Hino	Medium Conv	23,013	\$ 87,705	\$ 4,135.64	\$ -	\$ 914	\$ 2,000	4	1	2
2012	Medium Duty	Hino	Medium Conv	204,467	\$ 68,795	\$ 2,661.46	\$ 1,000	\$ 10,309	\$ -	129	1	2
2012	Medium Duty	Hino	Medium Conv	301,971	\$ 20,813	\$ 465.00	\$ -	\$ -	\$ -	0	1	2

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(4 digits)	<u>Segment</u>			<u>Reading</u>								<u>purchase</u>
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2013	Medium Duty	Hino	Medium COE	183,157	\$ 34,000	\$ 3,961.80	\$ -	\$ 3,378	\$ -	166	1	2
2010	Medium Duty	Hino	Medium COE	189,630	\$ 37,395	\$ 6,642.25	\$ 1,000	\$ 9,454	\$ 560	120	1	2
2016	Medium Duty	Hino	Medium Conv	31,925	\$ 80,000	\$ 7,266.45	\$ -	\$ 1,224	\$ 1,350	152	1	2
2014	Medium Duty	Hino	Medium COE	86,966	\$ 49,000	\$ (740.33)	\$ -	\$ 7,155	\$ -	182	1	2
2013	Medium Duty	Hino	Medium COE	145,029	\$ 40,000	\$ 1,969.53	\$ 2,000	\$ 5,445	\$ -	90	1	2
2008	Medium Duty	Hino	Medium Conv	116,659	\$ 31,225	\$ 8,580.71	\$ -	\$ 5,484	\$ -	69	1	2
2015	Medium Duty	Hino	Medium COE	67,020	\$ 68,795	\$ 4,037.79	\$ 2,000	\$ 5,028	\$ -	130	1	2
2013	Medium Duty	Hino	Medium COE	46,978	\$ 43,795	\$ 10,491.45	\$ -	\$ 3,029	\$ -	99	1	2
2013	Medium Duty	Hino	Medium COE	255,721	\$ 31,795	\$ 5,673.98	\$ -	\$ 2,491	\$ -	108	1	2
2016	Medium Duty	Hino	Medium Conv	33,803	\$ 89,695	\$ 8,022.78	\$ 2,000	\$ 912	\$ -	99	1	2
2013	Medium Duty	Hino	Medium COE	136,110	\$ 37,000	\$ 5,242.32	\$ 2,000	\$ 2,905	\$ 142	54	1	2
2013	Medium Duty	Hino	Medium COE	147,772	\$ 41,600	\$ 5,270.31	\$ 2,000	\$ 2,828	\$ 1,945	31	1	2
2013	Medium Duty	Hino	Medium COE	255,265	\$ 30,805	\$ 3,454.38	\$ -	\$ 7,943	\$ -	62	1	2
2013	Medium Duty	Hino	Medium COE	255,721	\$ 30,750	\$ 3,100.85	\$ -	\$ 7,994	\$ -	55	1	2
2017	Medium Duty	Hino	Medium COE	1,411	\$ 83,500	\$ 1,236.95	\$ 2,000	\$ 331	\$ 300	125	1	2
2012	Medium Duty	Hino	Medium COE	152,468	\$ 45,900	\$ 5,968.54	\$ -	\$ 16,955	\$ 2,500	291	1	2
2012	Medium Duty	Hino	Medium Conv	145,525	\$ 57,500	\$ 14,780.46	\$ 2,000	\$ 3,060	\$ -	29	1	2
2016	Medium Duty	Hino	Medium Conv	51,609	\$ 92,500	\$ 5,585.00	\$ 2,000	\$ -	\$ -	4	1	2
2017	Medium Duty	Hino	Medium Conv	44,191	\$ 92,695	\$ 8,255.81	\$ 2,000	\$ 779	\$ -	11	1	2
2013	Medium Duty	Hino	Medium COE	242,447	\$ 34,295	\$ 6,002.90	\$ 2,000	\$ 13,111	\$ 146	68	1	2
2013	Medium Duty	Hino	Medium COE	179,012	\$ 41,000	\$ 3,440.34	\$ -	\$ 10,025	\$ 400	90	1	2
2013	Medium Duty	Hino	Medium Conv	133,782	\$ 59,500	\$ 13,139.23	\$ 2,000	\$ 3,401	\$ 300	15	1	2
2015	Medium Duty	Hino	Medium COE	197,706	\$ 49,000	\$ 2,766.62	\$ -	\$ 6,989	\$ -	426	1	2
2017	Medium Duty	Hino	Medium Conv	54,863	\$ 95,295	\$ 7,298.61	\$ 2,000	\$ 1,336	\$ -	76	1	2
2013	Medium Duty	Hino	Medium Conv	131,319	\$ 59,000	\$ 9,649.97	\$ 2,000	\$ 7,650	\$ -	192	1	2
2015	Medium Duty	Hino	Medium COE	73,126	\$ 61,295	\$ (360.00)	\$ 2,000	\$ -	\$ -	13	1	2
2012	Medium Duty	Hino	Medium Conv	125,384	\$ 55,100	\$ 15,525.89	\$ 2,000	\$ 5,311	\$ -	42	1	2
2012	Medium Duty	Hino	Medium Conv	133,533	\$ 53,000	\$ 12,454.43	\$ 2,000	\$ 5,853	\$ 433	95	1	2

O	P
Source of Veh Sold:	Franchise
1=Trade frm New Veh	
2=Trade frm Used Veh	In-line
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2013	Medium Duty	Hino	Medium Conv	148,887	\$ 60,000	\$ 12,648.69	\$ 2,740	\$ 5,751	\$ -	204	1	2
2013	Medium Duty	Hino	Medium Conv	132,078	\$ 56,095	\$ 1,723.22	\$ -	\$ 8,591	\$ 4,165	132	1	2
2013	Medium Duty	Hino	Medium Conv	146,178	\$ 57,000	\$ 4,918.62	\$ 2,000	\$ 10,521	\$ -	146	1	2
2013	Medium Duty	Hino	Medium Conv	139,722	\$ 56,775	\$ 3,049.78	\$ 2,000	\$ 11,707	\$ 358	199	1	2
2012	Medium Duty	Hino	Medium COE	143,471	\$ 48,683	\$ 8,905.68	\$ -	\$ 589	\$ 500	42	1	2
2017	Medium Duty	Hino	Medium Conv	43,637	\$ 98,100	\$ 12,985.58	\$ 2,000	\$ 5,472	\$ -	119	1	2
2015	Medium Duty	Hino	Medium COE	97,050	\$ 51,600	\$ 3,354.07	\$ -	\$ 4,963	\$ 553	16	1	2
2013	Medium Duty	Hino	Medium COE	206,882	\$ 53,395	\$ 16,155.56	\$ -	\$ 7,475	\$ -	43	1	2
2017	Medium Duty	Hino	Medium Conv	67,455	\$ 96,695	\$ 8,891.02	\$ 2,000	\$ 1,244	\$ -	67	1	2
2009	Medium Duty	Hino	Medium Conv	145,967	\$ 59,300	\$ 15,537.89	\$ -	\$ 8,817	\$ 2,860	51	1	2
2017	Medium Duty	Hino	Medium Conv	55,867	\$ 99,430	\$ 10,553.92	\$ 2,000	\$ 2,316	\$ -	40	1	2
2017	Medium Duty	Hino	Medium Conv	64,722	\$ 99,430	\$ 11,262.18	\$ 2,000	\$ 1,352	\$ 256	44	1	2
2016	Medium Duty	Hino	Medium Conv	55,437	\$ 83,195	\$ 7,739.50	\$ -	\$ 2,896	\$ -	26	1	2
2017	Medium Duty	Hino	Medium Conv	110,986	\$ 91,580	\$ 7,214.83	\$ 4,229	\$ 4,305	\$ -	181	1	2
2014	Medium Duty	Hino	Medium COE	142,354	\$ 41,005	\$ (509.27)	\$ -	\$ 11,899	\$ -	258	1	2
2016	Medium Duty	Hino	Medium Conv	66,973	\$ 88,900	\$ 9,874.16	\$ -	\$ 3,366	\$ -	63	1	2
2012	Medium Duty	Hino	Medium Conv	128,109	\$ 50,180	\$ 3,272.24	\$ -	\$ 8,893	\$ -	174	1	2
2016	Medium Duty	Hino	Medium COE	72,696	\$ 55,700	\$ 11,710.92	\$ 1,329	\$ 3,299	\$ -	115	1	2
2012	Medium Duty	Hino	Medium Conv	223,946	\$ 52,900	\$ 6,727.53	\$ 5,000	\$ 2,957	\$ -	50	1	2
2013	Medium Duty	Hino	Medium COE	173,599	\$ 39,400	\$ 10,814.66	\$ -	\$ 4,975	\$ 931	93	1	2
2013	Medium Duty	Hino	Medium COE	151,736	\$ 38,000	\$ 2,588.61	\$ -	\$ 12,776	\$ -	177	1	2
2013	Medium Duty	Hino	Medium Conv	68,235	\$ 66,655	\$ 14,265.15	\$ 2,675	\$ 3,144	\$ 1,537	47	1	2
2017	Medium Duty	Hino	Medium COE	50,896	\$ 65,500	\$ 5,296.38	\$ 3,180	\$ 2,008	\$ 1,636	146	1	2
2017	Medium Duty	Hino	Medium Conv	78,017	\$ 93,595	\$ 6,819.95	\$ 3,542	\$ 1,165	\$ -	57	1	2
2016	Medium Duty	Hino	Medium Conv	16,121	\$ 104,440	\$ 9,962.00	\$ -	\$ 843	\$ 975	19	1	2
2018	Medium Duty	Hino	Medium Conv	50,391	\$ 97,900	\$ 5,858.69	\$ -	\$ 949	\$ 1,000	71	1	2
2018	Medium Duty	Hino	Medium Conv	56,263	\$ 96,195	\$ 4,195.59	\$ 2,455	\$ 1,939	\$ -	71	1	2
2016	Medium Duty	Hino	Medium Conv	186,286	\$ 69,000	\$ 7,900.17	\$ 3,037	\$ 7,825	\$ 640	109	1	2

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