

**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 - 25						<b>DEALER ACADEMY USED TRUCK SPECIAL STUDY</b>				
Name		Dave Adams										
Phone Number		262-412-1114										
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
2014	Class 8	Mack	Medium Conv	551,972	\$ 52,000	\$ 19	\$ -	\$ 7,292	\$ -	258	1	2
2012	Class 8	Kenworth	Sleeper	663,750	\$ 25,550	\$ (24,283)	\$ -	\$ 12,033	\$ -	896	1	2
2010	Medium Duty	Mitsubishi	Medium COE	220,000	\$ 5,800	\$ (6,320)	\$ -	\$ 2,120	\$ -	284	2	2
2003	Class 8	Western Star	Day Cab	855,000	\$ 17,300	\$ 3,570	\$ -	\$ -	\$ -	32	1	2
2013	Medium Duty	Mitsubishi	Medium COE	198,189	\$ 8,100	\$ (8,541)	\$ -	\$ 1,141	\$ -	237	2	2
1999	Class 8	Kenworth	Medium conv	230,000	\$ 4,700	\$ (3,330)	\$ -	\$ 2,030	\$ -	356	2	2
2014	Class 8	Volvo	Sleeper	370,065	\$ 44,500	\$ 10,700	\$ -	\$ -	\$ -	47	1	2
2011	Class 8	Volvo	Day Cab	543,610	\$ 19,700	\$ 6,142	\$ -	\$ 1,189	\$ -	95	1	2
2015	Class 8	Mack	Vocational	129,017	\$ 144,000	\$ 9,780	\$ -	\$ 251	\$ -	49	1	2
2011	Class 8	Mack	Day Cab	478,893	\$ 29,000	\$ 21,286	\$ -	\$ -	\$ -	49	1	2
2006	Class 8	Mack	Vocational	283,582	\$ 85,530	\$ 5,730	\$ -	\$ -	\$ -	14	1	2
2016	Class 8	Volvo	Sleeper	354,151	\$ 81,800	\$ 3,680	\$ -	\$ 1,899	\$ -	109	1	2
2013	Class 8	Volvo	Sleeper	774,999	\$ 22,800	\$ 4,070	\$ -	\$ -	\$ -	35	1	2
2015	Medium Duty	Mitsubishi	Medium COE	57,210	\$ 27,500	\$ 2,048	\$ -	\$ 4,797	\$ -	385	2	2
1997	Class 8	International	Day Cab	640,663	\$ 4,300	\$ 100	\$ -	\$ -	\$ -	15	2	2
2013	Class 8	Volvo	Day Cab	469,415	\$ 27,900	\$ (275)	\$ -	\$ 75	\$ -	147	2	2
2013	Class 8	Volvo	Day Cab	459,213	\$ 27,900	\$ 1,725	\$ -	\$ 75	\$ -	147	2	2
2013	Class 8	Volvo	Day Cab	574,614	\$ 27,900	\$ 3,800	\$ -	\$ -	\$ -	147	2	2

O	P
Source of Veh Sold:	Franchise
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Name		Dave Adams													
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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 digits)	Segment			Reading								purchase			
												1= yes			
												2=No			
2013	Class 8	Volvo	Day Cab	496,873	\$ 27,900	\$ (200)	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	445,194	\$ 27,900	\$ (200)	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	465,451	\$ 27,900	\$ 3,800	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	629,094	\$ 27,900	\$ 3,800	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	433,209	\$ 27,900	\$ (200)	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	498,490	\$ 27,900	\$ 1,800	\$ -	\$ -	\$ -	147	2	2			
2013	Class 8	Volvo	Day Cab	531,377	\$ 27,900	\$ 3,800	\$ -	\$ -	\$ -	147	2	2			
2015	Class 8	Volvo	Sleeper	629,043	\$ 49,593	\$ 7,151	\$ -	\$ 1,878	\$ -	202	1	2			
1997	Class 8	Mack	Vocational	453,697	\$ 25,000	\$ 5,926	\$ -	\$ 348	\$ -	24	1	2			
2012	Medium Duty	Hino	Medium conv	237,153	\$ 25,300	\$ 6,336	\$ -	\$ 1,141	\$ -	183	1	2			
2013	Class 8	Volvo	Day Cab	624,501	\$ 25,000	\$ 8,375	\$ -	\$ 2,595	\$ -	144	1	2			
2012	Class 8	Volvo	Sleeper	511,928	\$ 29,700	\$ 13,545	\$ -	\$ -	\$ -	39	1	2			
2013	Class 8	Freightliner	Day Cab	363,500	\$ 34,500	\$ 1,633	\$ -	\$ -	\$ -	54	1	2			
2015	Class 8	Volvo	Sleeper	530,135	\$ 53,000	\$ 10,200	\$ -	\$ -	\$ -	93	1	2			
2006	Class 8	Freightliner	other	535,000	\$ 8,000	\$ 3,040	\$ -	\$ -	\$ -	7	1	2			
2012	Medium Duty	Hino	Van Body	351,373	\$ 15,355	\$ 1,176	\$ -	\$ -	\$ -	178	1	2			
2012	Class 8	Volvo	Sleeper	548,298	\$ 18,000	\$ (7,118)	\$ -	\$ 118	\$ -	588	2	2			
2000	Medium Duty	Freightliner	Medium COE	152,556	\$ 6,500	\$ (9,007)	\$ -	\$ 6,507	\$ -	275	2	2			
2009	Class 8	Mack	Sleeper	519,527	\$ 19,900	\$ (1,019)	\$ -	\$ 6,119	\$ -	240	1	2			
2015	Class 8	Volvo	Day Cab	276,151	\$ 57,800	\$ 1,580	\$ -	\$ -	\$ -	4	1	2			
2015	Class 8	Volvo	Day Cab	226,855	\$ 57,800	\$ 1,580	\$ -	\$ -	\$ -	4	1	2			
2005	Class 8	International	other	422,103	\$ 4,000	\$ (800)	\$ -	\$ -	\$ -	10	2	2			
2003	Class 8	International	other	487,642	\$ 4,000	\$ 200	\$ -	\$ -	\$ -	10	2	2			
2003	Class 8	International	other	507,998	\$ 6,000	\$ 200	\$ -	\$ -	\$ -	10	2	2			
2008	Medium Duty	Mitsubishi	Medium COE	388,519	\$ 4,500	\$ 500	\$ -	\$ -	\$ -	26	2	2			
2017	Class 8	Volvo	Sleeper	224,696	\$ 99,700	\$ 11,200	\$ -	\$ -	\$ -	21	1	2			
2012	Class 8	Volvo	Sleeper	628,925	\$ 25,000	\$ (591)	\$ -	\$ 7,791	\$ -	125	1	2			
2012	Medium Duty	Mitsubishi	Medium COE	65,700	\$ 8,000	\$ (7,000)	\$ -	\$ -	\$ -	191	2	2			

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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
2011	Class 8	Volvo	Sleeper	628,925	\$ 15,000	\$ -	\$ -					\$ -
2011	Class 8	Volvo	Day Cab	348,700	\$ 19,800	\$ 7,500	\$ -	\$ -	\$ -	90	1	2
2011	Class 8	International	Sleeper	528,221	\$ 12,000	\$ (33,688)	\$ -	\$ -	\$ -	0	2	2
2000	Class 8	Freightliner	Medium conv	688,550	\$ 3,500	\$ -	\$ -	\$ -	\$ -	108	2	2
1996	Class 8	Peterbilt	Medium conv	712,357	\$ 4,000	\$ -	\$ -	\$ -	\$ -	108	2	2
2015	Class 8	Volvo	Sleeper	449,923	\$ 64,000	\$ 8,500	\$ -	\$ -	\$ -	27	1	2
2014	Class 8	Volvo	Sleeper	672,603	\$ 35,000	\$ 4,270	\$ -	\$ -	\$ -	63	1	2
2016	Class 8	Kenworth	Vocational	189,492	\$ 138,000	\$ 700	\$ -	\$ -	\$ -	32	2	2
2016	Class 8	Volvo	Sleeper	275,279	\$ 89,000	\$ 13,500	\$ -	\$ -	\$ -	0	1	2
2016	Class 8	Volvo	Sleeper	236,903	\$ 90,600	\$ 12,100	\$ -	\$ -	\$ -	0	1	2
2016	Class 8	Volvo	Sleeper	304,118	\$ 91,000	\$ 12,500	\$ -	\$ -	\$ -	28	1	2
2013	Class 8	Mack	Day Cab	465,995	\$ 52,500	\$ 7,651	\$ -	\$ -	\$ -	0	1	2
2016	Class 8	Volvo	Sleeper	333,805	\$ 87,000	\$ 11,500	\$ -	\$ -	\$ -	78	1	2
2013	Class 8	Volvo	Sleeper	666,930	\$ 27,700	\$ 10,547	\$ -	\$ -	\$ -	53	1	2
2014	Class 8	Volvo	Sleeper	653,375	\$ 20,000	\$ 1,000	\$ -	\$ -	\$ -	81	2	2
2012	Class 8	International	Sleeper	560,574	\$ 12,000	\$ 4,200	\$ -	\$ -	\$ -	71	1	2
1997	Class 8	Mack	Vocational	197,113	\$ 11,500	\$ 1,770	\$ -	\$ -	\$ -	64	1	2
2016	Class 8	Kenworth	Sleeper	347,361	\$ 72,500	\$ (2,306)	\$ -	\$ 2,085	\$ -	185	1	2
2005	Class 8	Peterbilt	Vocational	464,700	\$ 73,509	\$ 10,272	\$ -	\$ -	\$ -	104	1	2
2001	Class 8	Mack	Vocational	841,148	\$ 47,800	\$ 8,075	\$ -	\$ 115	\$ -	168	1	2
2014	Class 8	Mack	Day Cab	473,343	\$ 60,500	\$ 3,674	\$ -	\$ 9,079	\$ -	198	1	2
2014	Class 8	Volvo	Vocational	466,071	\$ 85,000	\$ 1,219	\$ -	\$ 9,348	\$ -	196	1	2
2011	Class 8	Mack	other	831,389	\$ 50,000	\$ 2,032	\$ -	\$ 4,998	\$ -	202	1	2
1989	Class 8	International	Medium conv	554,989	\$ 3,200	\$ 700	\$ -	\$ -	\$ -	110	2	2
2016	Class 8	Mack	Day Cab	224,902	\$ 73,250	\$ 10,621	\$ -	\$ -	\$ -	36	1	2
2016	Class 8	Mack	Day Cab	206,995	\$ 73,250	\$ 10,621	\$ -	\$ -	\$ -	36	1	2
2016	Class 8	Mack	Day Cab	294,937	\$ 73,250	\$ 10,636	\$ -	\$ -	\$ -	36	1	2

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2016	Class 8	Mack	Day Cab	259,713	\$ 73,250	\$ 10,636	\$ -	\$ -	\$ -	36	1	2			
2016	Class 8	Mack	Day Cab	269,089	\$ 73,250	\$ 10,425	\$ -	\$ 211	\$ -	36	1	2			
2013	Class 8	Volvo	Day Cab	607,678	\$ 25,300	\$ 7,585	\$ -	\$ -	\$ -	181	1	2			
2013	Class 8	Volvo	Sleeper	775,046	\$ 27,400	\$ 8,600	\$ -	\$ -	\$ -	63	1	2			
2001	Class 8	Mack	Vocational	766,175	\$ 40,000	\$ (6,439)	\$ -	\$ 6,714	\$ -	378	1	2			
2014	Class 8	Mack	Sleeper	430,664	\$ 32,500	\$ 5,859	\$ -	\$ -	\$ -	56	1	2			
2012	Class 8	International	Sleeper	530,205	\$ 8,500	\$ 500	\$ -	\$ -	\$ -	94	2	2			
2014	Class 8	Volvo	Sleeper	605,306	\$ 41,300	\$ 10,500	\$ -	\$ -	\$ -	86	1	2			
2015	Class 8	Volvo	Day Cab	172,855	\$ 57,500	\$ 13,415	\$ -	\$ -	\$ -	14	1	2			
2005	Class 8	Volvo	Sleeper	1,353,217	\$ 7,000	\$ 1,000	\$ -	\$ -	\$ -	31	2	2			
2006	Class 8	Peterbilt	Sleeper	1,047,000	\$ 10,600	\$ 1,600	\$ -	\$ -	\$ -	294	2	2			
2015	Class 8	Volvo	Day Cab	269,825	\$ 57,500	\$ 12,780	\$ -	\$ -	\$ -	28	1	2			
2016	Class 8	Volvo	Sleeper	426,390	\$ 70,800	\$ (12,436)	\$ -	\$ 4,436	\$ -	243	1	2			
2016	Class 8	Volvo	Sleeper	273,000	\$ 86,468	\$ 11,053	\$ -	\$ -	\$ -	0	1	2			
2012	Class 8	Freightliner	Sleeper	653,088	\$ 18,000	\$ (5,215)	\$ -	\$ 215	\$ -	254	2	2			
2012	Class 8	Freightliner	Sleeper	650,287	\$ 18,000	\$ (5,938)	\$ -	\$ 938	\$ -	254	2	2			
2013	Class 8	Freightliner	Day Cab	534,000	\$ 19,250	\$ (22,553)	\$ -	\$ 5,803	\$ -	380	2	2			
2013	Class 8	Freightliner	Day Cab	550,671	\$ 19,250	\$ (31,505)	\$ -	\$ 5,755	\$ -	380	2	2			
2013	Class 8	Freightliner	Day Cab	620,000	\$ 19,250	\$ (14,347)	\$ -	\$ 1,597	\$ -	380	2	2			
2013	Class 8	Freightliner	Day Cab	592,700	\$ 19,250	\$ (17,640)	\$ -	\$ 3,890	\$ -	380	2	2			
2014	Class 8	Kenworth	Sleeper	491,996	\$ 48,200	\$ 9,200	\$ -	\$ -	\$ -	78	1	2			
2014	Class 8	Freightliner	Sleeper	466,388	\$ 55,000	\$ 100	\$ -	\$ -	\$ -	19	2	2			
2017	Class 8	Mack	Vocational	166,323	\$ 124,700	\$ -	\$ -	\$ -	\$ -	0	2	2			
2014	Class 8	Kenworth	Sleeper	567,593	\$ 43,700	\$ 10,065	\$ -	\$ -	\$ -	0	1	2			
2015	Class 8	Mack	Sleeper	494,695	\$ 47,000	\$ 1,700	\$ -	\$ -	\$ -	0	1	2			
2018	Medium Duty	Hino	Medium conv	6,700	\$ 76,019	\$ 5,634	\$ -	\$ 1,406	\$ -	144	1	2			
2013	Medium Duty	Mitsubishi	Medium COE	207,088	\$ 9,000	\$ 1,000	\$ -	\$ -	\$ -	23	2	2			

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Source of Veh Sold:	Franchise
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