

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.	36										
	Name	Johnny Dempsey										
	Phone Number	318-464-2300										
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> (4 digits)	<u>Market</u> <u>Segment</u>	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u> <u>Reading</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>					<u>Trade with</u> <u>purchase</u> 1= yes 2=No
2011		KENWORTH	T800 DAY CAB		\$59,000.00	\$9,194.35				22	1	
2014		KENWORTH	T800 38" SLEEPER		\$90,800.00	\$2,405.26				6	1	
2002		MACK	CV713		\$25,500.00	\$5,322.98				0	1	
2012		KENWORTH	T800 72' ACA		\$46,350.00	\$248.99				0	2	
2012		KENWORTH	T800 72' ACA		\$46,350.00	\$280.00				0	2	
2012		KENWORTH	T800 72' ACA		\$46,350.00	\$248.99				0	2	
2001		PETERBILT	357 TRI AXLE DUMP		\$36,500.00	\$3,729.78				48	1	
2012		KENWORTH	T800 DAY CAB		\$57,225.00	\$4,889.62				14	1	
2015		KENWORTH	T270		\$73,500.00	\$4,624.83				190	1	
2012		KENWORTH	W900L		\$52,500.00	\$7,447.18				112	1	
2013		KENWORTH	T800 DAY CAB		\$54,500.00	\$11,324.24				36	1	
2008		INTERNATIONAL	4300		\$25,000.00	\$3,076.58				45	1	
2012		KENWORTH	W900 72" ACA SLEEPER		\$54,500.00	\$6,360.49				84	1	
2012		KENWORTH	W900		\$63,000.00	\$5,148.86				114	1	
2012		KENWORTH	T660 DAY CAB		\$59,000.00	\$1,878.81				312	2	
2012		KENWORTH	T800 DAY CAB		\$54,000.00	\$10,577.05				19	1	
2013		KENWORTH	T660 DAY CAB		\$71,500.00	\$10,013.24				19	1	
2015		KENWORTH	KILL TRUCK		\$170,000.00	\$22,947.47				22	1	

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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					Trade with
(4 digits)	Segment			Reading								purchase
												1= yes
												2=No
2015		KENWORTH	KILL TRUCK		\$170,000.00	\$18,738.08				22	1	
2012		KENWORTH	W900B		\$59,339.80	\$3,872.86				109	1	
1997		INTERNATIONAL	MIXER TRUCK		\$19,000.00	\$2,876.84				118	1	
1997		INTERNATIONAL	MIXER TRUCK		\$19,000.00	\$193.06				128	2	
1997		INTERNATIONAL	MIXER TRUCK		\$19,000.00	\$1,010.66				128	2	
1998		INTERNATIONAL	MIXER TRUCK		\$19,000.00	\$2,400.00				62	2	
1999		INTERNATIONAL	MIXER TRUCK		\$19,000.00	\$1,980.43				62	2	
2005		INTERNATIONAL	9200		\$56,375.00	\$2,927.04				120	2	
2013		KENWORTH	T680 DAY CAB		\$69,000.00	\$9,662.36				27	1	
2013		KENWORTH	T680 DAY CAB		\$69,000.00	\$9,623.83				27	1	
2014		KENWORTH	T660 DAY CAB		\$76,000.00	\$2,237.67				27	1	
2013		KENWORTH	T800 DAY CAB		\$62,170.00	\$19,099.93				50	1	
2013		KENWORTH	T800 DAY CAB		\$60,733.00	\$14,144.04				50	1	
2013		KENWORTH	T800 DAY CAB		\$60,733.00	\$2,437.10				50	1	
2013		KENWORTH	T800 DAY CAB		\$60,733.00	\$7,020.62				50	1	
2008		INTERNATIONAL	7400		\$41,000.00	\$10,759.66				129	1	
2016		KENWORTH	T880 DAY CAB		\$130,966.58	\$18,437.58				4	1	
2016		KENWORTH	T880 DAY CAB		\$130,966.58	\$18,437.58				4	1	
2014		KENWORTH	T660 DAY CAB		\$76,000.00	\$6,214.36				34	1	
2010		KENWORTH	T800 72' ACA		\$34,000.00	\$2,429.98				39	1	
2013		KENWORTH	T370		\$56,000.00	\$11,554.84				2	1	
2009		KENWORTH	T800 DUMP		\$68,500.00	\$4,106.90				70	1	
2013		KENWORTH	T660 62"ACA SLEEPER		\$68,000.00	\$424.60				36	2	
2012		KENWORTH	T800 DAY CAB		\$63,492.00	\$3,987.00				45	1	
2013		KENWORTH	T680 DAY CAB		\$63,492.00	\$6,574.48				45	1	
2012		KENWORTH	T880 DAY CAB		\$63,492.00	\$15,096.06				45	1	
2012		KENWORTH	T800 DAY CAB		\$63,492.00	\$12,391.31				45	1	
2012		KENWORTH	T660 DAY CAB		\$63,492.00	\$4,918.10				45	1	

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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	
Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					Trade with purchase 1= yes 2=No
2012		KENWORTH	T800 DAY CAB		\$52,000.00	\$11,347.03				82	1	
2014		KENWORTH	T800 EXT DAY CAB		\$77,000.00	\$5,462.66				19	1	
2000		INTERNATIONAL	MIXER TRUCK		\$16,650.00	\$325.59				81	2	
1999		INTERNATIONAL	MIXER TRUCK		\$18,000.00	\$1,725.69				81	2	
2012		KENWORTH	T800 DAY CAB		\$46,500.00	\$6,510.12				92	1	
2012		KENWORTH	W900 72" ACA SLEEPER		\$58,000.00	\$2,498.03				42	1	
2000		MACK	TRUCK		\$7,650.00	\$2,550.80				206	1	
2009		MACK	GU713		\$45,900.00	\$9,400.00				102	1	
2002		MACK	RD688S		\$18,500.00	\$378.00				67	2	
2013		KENWORTH	T660 DAY CAB		\$67,500.00	\$7,513.38				49	1	
2012		KENWORTH	T800 DAY CAB		\$47,000.00	\$10,772.71				17	1	
2004		MACK	CH613		\$4,573.00	\$2,458.40				97	1	
2001		KENWORTH	T800		\$44,000.00	\$13,084.50				30	1	
2006		INTERNATIONAL	9200i		\$16,500.00	\$2,000.00				31	2	
2005		INTERNATIONAL	9200i		\$5,000.00	\$2,000.00				31	2	
2004		INTERNATIONAL	9200i		\$9,500.00	\$1,600.00				31	2	
2005		INTERNATIONAL	9200i		\$5,000.00	\$2,000.00				31	2	
2001		FREIGHTLINER	FLD120		\$13,000.00	\$3,200.00				3	2	
2008		INTERNATIONAL	DUMP TRUCK		\$58,240.00	\$18,169.93				150	1	
2014		KENWORTH	T800		\$104,448.67	\$8,000.00				0	1	
2014		KENWORTH	T800		\$104,448.67	\$8,000.00				0	1	
2014		KENWORTH	T660 DAY CAB		\$76,000.00	\$4,691.78				55	1	
2014		KENWORTH	T660 DAY CAB		\$76,000.00	\$9,055.78				55	1	
2014		KENWORTH	T660 DAY CAB		\$76,000.00	\$3,630.05				55	1	
2006		INTERNATIONAL	9200L		\$19,000.00	\$148.47				106	2	
2006		INTERNATIONAL	8600		\$8,000.00	\$183.98				77	2	
2015		KENWORTH	T800 DAY CAB		\$93,300.00	\$2,765.45				62	1	

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								Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)					Trade with
(4 digits)	Segment			Reading								purchase
												1= yes
												2=No
2015		KENWORTH	T800 DAY CAB		\$93,300.00	\$1,842.63				62	1	
2015		KENWORTH	T800 DAY CAB		\$93,300.00	\$2,772.93				62	1	
2015		KENWORTH	T800 DAY CAB		\$93,300.00	\$1,726.76				63	1	
2015		KENWORTH	T800 DAY CAB		\$93,300.00	\$1,782.40				63	1	
2012		KENWORTH	T800 DAY CAB		\$59,000.00	\$7,278.55				97	1	
2013		KENWORTH	T800 DAY CAB		\$67,500.00	\$5,600.71				66	1	
2014		KENWORTH	T800 DAY CAB		\$78,500.00	\$4,856.15				66	1	
2014		KENWORTH	T800 DAY CAB		\$78,500.00	\$6,004.02				66	1	
2014		KENWORTH	T800 DAY CAB		\$75,750.00	\$1,023.52				24	1	
2014		KENWORTH	T800 DAY CAB		\$75,750.00	\$888.26				24	1	
2014		KENWORTH	T800 DAY CAB		\$75,750.00	\$2,884.83				24	1	
2014		KENWORTH	T800 DAY CAB		\$75,750.00	\$10,691.97				24	1	
2014		KENWORTH	T800 EXT DAY CAB		\$75,000.00	\$3,430.09				47	1	
2011		KENWORTH	T370		\$18,500.00	\$2,737.98				0	1	
2014		KENWORTH	T800 DAY CAB		\$78,500.00	\$5,600.69				78	1	
2015		KENWORTH	T680		\$84,000.00	\$168.50				71	2	
2015		KENWORTH	T680		\$84,000.00	\$3,076.43				71	1	
2010		KENWORTH	T800		\$52,000.00	\$7,488.80				67	1	
2015		KENWORTH	T800 DAY CAB		\$99,720.00	\$2,744.46				49	1	
2015		KENWORTH	T800 DAY CAB		\$99,720.00	\$1,567.79				49	1	
2015		KENWORTH	T800 DAY CAB		\$93,750.00	\$1,492.82				49	1	
2011		KENWORTH	T270		\$28,000.00	\$2,054.26				150	1	
2012		KENWORTH	T800 62" ACA SLEEPER		\$54,800.00	\$3,901.92				50	1	
2011		KENWORTH	T370		\$29,500.00	\$8,865.55				153	1	
2007		PETERBILT	335		\$11,883.34	\$3,072.28				334	1	
2005		FREIGHTLINER	TRUCK		8091	2091				54	1	
2013		KENWORTH	T800		46000	8544				10	1	

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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	