

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. | | 36 | | | | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | |
|----------------------------|-------------------|----------------|----------------------|---------------------|--------------------|-------------------|--|----------------------------------|--------------------------------|---------------|--|--|
| | Name | Johnny Dempsey | | | | | | | | | | |
| | Phone Number | 318-464-2300 | | | | | | | | | | |
| 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 |
| 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 | |

| | aler Academy Class -ID No. | 36 | | | | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | |
|--------------------------|----------------------------|----------------|---------------------|---------------------|--------------------|-------------------|--|----------------------------------|--------------------------------|---------------|--|--|
| | Name | Johnny Dempsey | | | | | | | | | | |
| | Phone Number | 318-464-2300 | | | | | | | | | | |
| 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 | | 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 | |

| aler Academy Class -ID No. | | 36 | | | | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | |
|----------------------------|-------------------|----------------|----------------------|---------------------|--------------------|-------------------|--|----------------------------------|--------------------------------|---------------|--|--|
| | Name | Johnny Dempsey | | | | | | | | | | |
| | Phone Number | 318-464-2300 | | | | | | | | | | |
| 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 |
| 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 | |

| | | | | | | | DEALER ACADEMY USED TRUCK SPECIAL STUDY | | | | | |
|----------------------------|-------------------|----------------|----------------------|---------------------|--------------------|-------------------|---|----------------------------------|--------------------------------|---------------|--|--|
| aler Academy Class -ID No. | 36 | Johnny Dempsey | | | | | | | | | | |
| Name | 318-464-2300 | | | | | | | | | | | |
| Phone Number | | | | | | | | | | | | |
| 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 | | 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 | |

| | |
|-----------------------|-------------|
| | |
| | |
| | |
| | |
| 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 | |
| | |
| | |
| | |
| | |
| | |