

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

							DEALER ACADEMY USED TRUCK SPECIAL STUDY					
aler Academy	Class -ID No.	ATD 038										
	Name	Dan Green										
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	Trade with purchase 1=yes 2=No
Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$).	Gross Profit (\$).	F & I Income (\$).					
(4 digits)	Segment			Reading								
2008	Medium Duty	Isuzu	Medium COE	215000	\$ 3,000	\$ 250	\$ -	\$ -	\$ -	25	2	2
2014	Class 8	Mack	Sleeper	474393	\$ 41,950	\$ 7,399.00	\$ -	\$ 414	\$ 95	124	1	2
2012	Class 8	Freightliner	Sleeper	405749	\$ 45,000	\$ 1,197.00	\$ -	\$ 410	\$ 143	45	1	2
2013	Class 8	Volvo	Sleeper	413664	\$ 46,000	\$ 5,878.00	\$ -	\$ 5,157	\$ 108	36	1	2
2006	Class 8	Mack	Sleeper	399316	\$ 81,756	\$ 4,550.00	\$ -	\$ 15,387	\$ 5,760	212	1	2
2014	Class 8	Mack	Sleeper	154402	\$ 68,000	\$ 2,853.00	\$ -	\$ 1,496	\$ 466	19	1	2
2012	Class 8	Volvo	Sleeper	400760	\$ 39,250	\$ 4,535.00	\$ -	\$ 1,741	\$ 3,421	34	1	2
2012	Class 8	Volvo	Sleeper	394069	\$ 39,950	\$ 5,649.00	\$ -	\$ 1,999	\$ 750	27	1	1
2007	Class 8	Volvo	Sleeper	499145	\$ 8,000	\$ -	\$ -	\$ 103	\$ -	20	2	2
2006	Class 8	Peterbilt	Sleeper	500000	\$ 8,500	\$ -	\$ -	\$ -	\$ -	9	2	2
2005	Class 8	Freightliner	Sleeper	500000	\$ 5,000	\$ -	\$ -	\$ -	\$ -	1	2	2
2012	Class 8	Volvo	Sleeper	633457	\$ 35,000	\$ 4,107.00	\$ -	\$ 1,723	\$ 940	134	1	1
2014	Class 8	Mack	Sleeper	466997	\$ 41,000	\$ 2,157.00	\$ -	\$ 954	\$ 4,787	26	1	2
2011	Class 8	Mack	Sleeper	439430	\$ 22,000	\$ 3,400.00	\$ -	\$ -	\$ -	3	1	2
2011	Class 8	Mack	Sleeper	500000	\$ 22,000	\$ 3,400.00	\$ -	\$ -	\$ -	3	1	2
2014	Class 8	Volvo	Sleeper	451477	\$ 55,000	\$ 251.00	\$ -	\$ 2,301	\$ 250	113	1	2
2011	Class 8	Mack	Sleeper	500000	\$ 21,000	\$ 4,873.00	\$ -	\$ 103	\$ -	22	1	2
2011	Class 8	Mack	Sleeper	484771	\$ 21,000	\$ 5,438.00	\$ -	\$ 755	\$ -	22	1	2
2010	Class 8	Mack	Sleeper	500000	\$ 21,000	\$ 4,872.00	\$ -	\$ 103	\$ -	22	1	2

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	
1	1
7	1
7	2
7	2
1	1
7	1
7	2
7	2
2	2
2	2
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7	2
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Name		Dan Green										
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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
2014	Class 8	Volvo	Sleeper	414701	\$ 56,100	\$ 2,398.00	\$ 4,677	\$ 1,037	\$ 631	212	1	2
2014	Class 8	Volvo	Sleeper	441110	\$ 49,100	\$ 10,915.00	\$ 4,677	\$ 2,148	\$ 1,335	29	1	2
2013	Class 8	Volvo	Sleeper	508091	\$ 52,100	\$ 11,945.00	\$ 4,677	\$ 1,633	\$ 3,785	19	1	2
2013	Class 8	Mack	Sleeper	514236	\$ 39,900	\$ 738.00	\$ 972	\$ 4,259	\$ 782	247	1	2
2013	Class 8	Freightliner	Sleeper	462266	\$ 46,900	\$ 7,805.00	\$ -	\$ 2,322	\$ 3,347	145	1	2
2012	Class 8	Volvo	Sleeper	500000	\$ 20,000	\$ 851.00	\$ -	\$ -	\$ 187	89	2	2
2012	Class 8	Volvo	Sleeper	500000	\$ 20,000	\$ 851.00	\$ -	\$ -	\$ 187	89	2	2
2013	Class 8	Volvo	Sleeper	452931	\$ 46,500	\$ 8,041.00	\$ 1,037	\$ 2,494	\$ 787	75	1	2
2013	Class 8	Volvo	Sleeper	424801	\$ 48,450	\$ 5,398.00	\$ -	\$ 5,543	\$ 750	112	1	1
2008	Class 8	Kenworth	Sleeper	165937	\$ 31,250	\$ 4,828.00	\$ -	\$ -	\$ -	12	1	2
2012	Class 8	Volvo	Sleeper	500000	\$ 18,462	\$ -	\$ -	\$ -	\$ -	96	2	2
2013	Class 8	Volvo	Sleeper	424921	\$ 52,900	\$ 4,429.00	\$ -	\$ 2,711	\$ 500	88	1	1
1998	Class 8	Mack	Sleeper	500000	\$ 12,900	\$ 6,983.00	\$ -	\$ 3,166	\$ -	16	1	2
2015	Class 8	Mack	Sleeper	500000	\$ 93,000	\$ (1,012.00)	\$ -	\$ -	\$ -	7	1	2
2010	Class 8	Volvo	Sleeper	500000	\$ 22,000	\$ 2,455.00	\$ -	\$ -	\$ 295	28	1	2
1999	Class 8	Mack	Sleeper	505737	\$ 6,500	\$ (4,398.00)	\$ -	\$ 648	\$ -	84	1	2
2004	Medium Duty	Isuzu	Medium COE	500000	\$ 2,000	\$ 750.00	\$ -	\$ -	\$ -	100	1	2
2011	Class 8	Peterbilt	Sleeper	500000	\$ 17,000	\$ 1,333.00	\$ -	\$ -	\$ 295	60	1	2
2013	Class 8	Volvo	Sleeper	463932	\$ 39,000	\$ 2,945.00	\$ -	\$ 3,295	\$ 750	194	1	2
2004	Medium Duty	GMC	Other	146625	\$ 1,000	\$ 250.00	\$ -	\$ -	\$ -	5	1	2
2013	Class 8	Volvo	Sleeper	479283	\$ 39,000	\$ 4,558.00	\$ -	\$ 2,119	\$ 250	191	1	2
2013	Class 8	Volvo	Sleeper	506763	\$ 39,900	\$ 7,780.00	\$ -	\$ 3,613	\$ 229	179	1	2
2013	Class 8	Volvo	Sleeper	517275	\$ 40,900	\$ (524.00)	\$ 2,475	\$ 11,052	\$ 750	110	1	2
2004	Class 8	Volvo	Sleeper	500000	\$ 3,078	\$ (3,607.00)	\$ -	\$ 1,345	\$ -	204	1	2
2014	Class 8	Volvo	Sleeper	473612	\$ 45,900	\$ 7,796.00	\$ -	\$ 3,069	\$ 950	170	1	2
2013	Class 8	Volvo	Sleeper	478536	\$ 39,000	\$ 3,951.00	\$ -	\$ 2,241	\$ 750	170	1	2
2013	Class 8	Volvo	Sleeper	517655	\$ 32,000	\$ 118.00	\$ -	\$ 2,869	\$ 450	182	1	2
2006	Class 8	Wabash	Other	500000	\$ 13,900	\$ 2,223.00	\$ -	\$ 1,426	\$ -	109	1	2
1995	Class 8	Mack	Sleeper	221009	\$ 1,000	\$ 250.00	\$ -	\$ -	\$ -	2	1	2

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