

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.	13					DEALER ACADEMY USED TRUCK SPECIAL STUDY										
	Name	armando gabrielli jr															
	Phone Number	917-971-2292															
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					
<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>purchase</u>					
(4 digits)	<u>Segment</u>			<u>Reading</u>								1= yes					
												2=No					
2010	Medium Duty	Kenworth	Medium Conv	217514	\$ 22,000	\$ 3,727	\$ -	\$ 5,772	\$ -	126	2	2					
2014	Medium Duty	Hino	Medium Conv	49069	\$ 47,237	\$ 7,533.00	\$ -	\$ 1,466	\$ -	149	1	2					
2014	Class 8	Mack	Vocational	38803	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	142	1	2					
2014	Class 8	Mack	Vocational	34293	\$ 118,075	\$ 6,916.00	\$ -	\$ 1,083	\$ -	142	1	2					
2014	Class 8	Mack	Vocational	35472	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	142	1	2					
2014	Class 8	Mack	Vocational	43527	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	120	1	2					
2014	Class 8	Mack	Vocational	47336	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	120	1	2					
2014	Class 8	Mack	Vocational	36482	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	120	1	2					
2014	Class 8	Mack	Vocational	31543	\$ 118,075	\$ 7,499.00	\$ -	\$ 500	\$ -	120	1	2					
2014	Class 8	Mack	Vocational	34680	\$ 117,575	\$ 14,417.00	\$ 7,274	\$ 357	\$ -	50	1	2					
2015	Class 8	Kenworth	Vocational	188257	\$ 153,172	\$ 8,991.00	\$ 4,872	\$ 10,414	\$ -	96	1	2					
2009	Class 8	Mack	Vocational	255720	\$ 75,000	\$ (34.00)	\$ -	\$ 28,852	\$ 2,499	123	1	2					
2011	Medium Duty	Isuzu	Medium COE	62084	\$ 26,125	\$ 5,907.00	\$ -	\$ 592	\$ -	103	1	2					
2013	Class 8	Mack	Day Cab	202844	\$ 53,095	\$ 11,929.00	\$ -	\$ -	\$ 3,666	27	1	2					
1999	Medium Duty	Mack	Medium COE	220200	\$ 1,000	\$ -	\$ -	\$ -	\$ -	21	2	2					
2014	Class 8	Mack	Vocational	35775	\$ 118,075	\$ 7,399.00	\$ -	\$ 600	\$ -	92	1	2					
2013	Class 8	Kenworth	Day Cab	236965	\$ 69,075	\$ 8,411.00	\$ -	\$ 6,588	\$ 9,000	62	1	2					
1999	Medium Duty	Isuzu	Medium COE	157168	\$ 2,000	\$ 845.00	\$ -	\$ 155	\$ -	88	2	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
6	1
6	1
6	1
6	1
6	1
6	1
6	1
6	1
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6	1
7	1
1	1
6	1
6	1
1	1
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Model Year	Market	Manufacturer:	Type of Veh Sold:	Odometer	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)									purchase	
(4 digits)	Segment			Reading												1= yes	
																2=No	
2007	Medium Duty	Isuzu	Medium COE	142216	\$ 3,250	\$ 950.00	\$ -	\$ -	\$ -	69	2	2					
2013	Class 8	Mack	Day Cab	295489	\$ 4,095	\$ 2,784.00	\$ -	\$ 4,859	\$ -	61	1	2					
2010	Medium Duty	Mitsubishi	Medium COE	96446	\$ 2,000	\$ 625.00	\$ -	\$ -	\$ 375	61	2	2					
2012	Medium Duty	Other	Medium COE	66304	\$ 31,409	\$ 734.00	\$ 1,034	\$ 320	\$ -	47	1	2					
2013	Medium Duty	Other	Medium COE	115840	\$ 20,137	\$ 4,412.00	\$ -	\$ 8,087	\$ -	88	1	2					
1988	Class 8	Kenworth	Vocational	1000000	\$ 7,000	\$ 1,000.00	\$ -	\$ -	\$ -	26	2	2					
2010	Medium Duty	Isuzu	Medium COE	42747	\$ 34,880	\$ (9,036.00)	\$ 1,426	\$ 7,128	\$ -	22	1	2					
2014	Class 8	Kenworth	Vocational	150222	\$ 154,172	\$ 16,633.00	\$ 8,565	\$ 9,932	\$ -	4	1	2					
2012	Medium Duty	Isuzu	Medium COE	83700	\$ 28,130	\$ 9,240.00	\$ 540	\$ 800	\$ -	25	1	2					
2008	Medium Duty	Ford	Medium Conv	137337	\$ 13,075	\$ 7,130.00	\$ -	\$ 870	\$ -	36	1	2					
2014	Class 8	Mack	Vocational	33741	\$ 117,575	\$ 11,897.00	\$ 4,897	\$ 500	\$ -	68	1	2					
2007	Medium Duty	Other	Medium COE	129805	\$ 11,124	\$ 5,175.00	\$ -	\$ 500	\$ -	45	1	2					
2012	Medium Duty	Other	Other	56529	\$ 22,000	\$ 3,979.00	\$ -	\$ 5,520	\$ -	15	1	2					
2009	Class 8	Mack	Day Cab	410319	\$ 8,200	\$ 5,200.00	\$ -	\$ -	\$ -	3	2	2					
2014	Class 8	Kenworth	Vocational	210081	\$ 162,298	\$ 20,656.00	\$ 9,719	\$ 14,967	\$ -	53	1	2					
2013	Class 8	Mack	Vocational	278875	\$ 135,693	\$ 9,937.00	\$ 2,077	\$ 1,140	\$ -	43	1	2					
2006	Class 8	Mack	Vocational	129108	\$ 45,000	\$ 9,225.00	\$ -	\$ -	\$ 700	38	2	2					
2011	Medium Duty	Hino	Medium Conv	116381	\$ 35,341	\$ 4,635.00	\$ -	\$ 864	\$ -	33	1	2					
2013	Medium Duty	Kenworth	Medium Conv	109486	\$ 35,205	\$ 1,332.00	\$ 1,332	\$ -	\$ -	22	1	2					
2013	Class 8	Volvo	Day Cab	250086	\$ 26,075	\$ 198.00	\$ 1,008	\$ 385	\$ -	20	1	2					
2014	Class 8	Kenworth	Vocational	185463	\$ 117,095	\$ 4,921.00	\$ 3,863	\$ 941	\$ -	11	1	2					
2014	Class 8	Kenworth	Day Cab	101701	\$ 91,075	\$ 6,144.00	\$ -	\$ 4,855	\$ -	344	1	2					
2012	Medium Duty	Ford	Medium Conv	62405	\$ 25,387	\$ 4,262.00	\$ -	\$ 275	\$ 1,600	247	1	2					
2011	Medium Duty	Isuzu	Medium COE	109596	\$ 24,864	\$ 1,485.00	\$ -	\$ 3,514	\$ -	224	1	2					
2011	Medium Duty	Hino	Medium Conv	100863	\$ 34,443	\$ 2,944.00	\$ 474	\$ 4,538	\$ -	125	1	2					
2008	Medium Duty	Ford	Medium Conv	95150	\$ 12,500	\$ (2,024.00)	\$ -	\$ 1,505	\$ -	629	1	2					
2013	Class 8	Mack	Day Cab	202845	\$ 53,095	\$ 11,929.00	\$ -	\$ -	\$ 3,666	27	1	2					
2005	Medium Duty	Isuzu	Medium COE	261087	\$ 15,095	\$ 5,330.00	\$ -	\$ 1,169	\$ -	145	1	2					

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1	2
1	1
5	1
7	1
1	1
6	1
6	1
6	1
1	1
1	1
1	1
6	1
6	1
4	1
1	1
1	1

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