

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.											
	Name											
	Phone Number											
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
<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>					
(4 digits)	<u>Segment</u>			<u>Reading</u>								
2015	Class 8	Freightliner	Vocational	350409	\$ 64,200	\$ 8,754.61	\$ 350	\$ 3,945	\$ -	58	1	2
2011	Class 8	Freightliner	Vocational	534156	\$ 15,235	\$ (78.52)	\$ -	\$ 8,350	\$ -	64	2	2
2013	Class 8	Freightliner	Vocational	568467	\$ 43,000	\$ 4,493.38	\$ 350	\$ 10,007	\$ -	130	1	2
2007	Class 8	Freightliner	Vocational	544449	\$ 25,000	\$ 6,908.64	\$ 350	\$ 4,091	\$ -	21	1	2
2015	Class 8	Freightliner	Vocational	349651	\$ 64,200	\$ 9,504.59	\$ 350	\$ 7,385	\$ -	66	1	2
2013	Class 8	Freightliner	Vocational	493016	\$ 51,750	\$ 8,715.36	\$ 350	\$ 17,365	\$ -	98	1	2
2013	Class 8	Freightliner	Vocational	500068	\$ 51,750	\$ 11,926.55	\$ 350	\$ 14,154	\$ -	65	1	2
2015	Class 8	Freightliner	Vocational	510001	\$ 64,200	\$ 9,549.85	\$ 350	\$ 9,650	\$ -	73	1	2
2015	Class 8	Freightliner	Vocational	344560	\$ 64,200	\$ 8,298.18	\$ 350	\$ 10,902	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	349013	\$ 64,200	\$ 8,122.26	\$ 350	\$ 11,077	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	349651	\$ 64,200	\$ 7,718.30	\$ 350	\$ 11,481	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	346654	\$ 64,200	\$ 8,145.63	\$ 350	\$ 11,054	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	343531	\$ 64,200	\$ 4,591.39	\$ 350	\$ 14,609	\$ -	73	1	2
2015	Class 8	Freightliner	Vocational	300819	\$ 64,200	\$ 7,654.17	\$ 350	\$ 11,546	\$ -	76	1	2
2015	Class 8	Freightliner	Vocational	349923	\$ 64,200	\$ 8,429.68	\$ 350	\$ 10,770	\$ -	76	1	2
2015	Class 8	Freightliner	Vocational	346840	\$ 64,200	\$ 7,882.44	\$ 350	\$ 11,318	\$ -	76	1	2
2015	Class 8	Freightliner	Vocational	348172	\$ 64,200	\$ 8,035.57	\$ 350	\$ 11,164	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	349432	\$ 64,200	\$ 8,174.89	\$ 350	\$ 11,025	\$ -	72	1	2

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<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>					
(4 digits)	<u>Segment</u>			<u>Reading</u>								
2015	Class 8	Freightliner	Vocational	343192	\$ 64,200	\$ 8,123.09	\$ 350	\$ 11,077	\$ -	72	1	2
2015	Class 8	Freightliner	Vocational	348366	\$ 64,200	\$ 9,056.62	\$ 350	\$ 10,143	\$ -	72	1	2
2013	Class 8	Freightliner	Vocational	597150	\$ 43,000	\$ 2,827.97	\$ 3,188	\$ 19,922	\$ -	153	1	2
2015	Class 8	Freightliner	Vocational	345335	\$ 64,200	\$ 8,440.30	\$ 350	\$ 10,760	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	348788	\$ 64,200	\$ 8,698.32	\$ 350	\$ 10,501	\$ -	86	1	2
2015	Class 8	Freightliner	Vocational	348310	\$ 64,200	\$ 7,890.18	\$ 350	\$ 11,309	\$ -	86	1	2
2015	Class 8	Freightliner	Vocational	344008	\$ 64,200	\$ 7,679.96	\$ 350	\$ 11,520	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	348111	\$ 64,200	\$ 7,391.91	\$ 350	\$ 11,808	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	351280	\$ 64,200	\$ 8,697.73	\$ 350	\$ 10,502	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	348812	\$ 64,200	\$ 8,710.96	\$ 350	\$ 10,489	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	348440	\$ 64,200	\$ 8,400.10	\$ 350	\$ 10,799	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	349707	\$ 64,200	\$ 8,357.18	\$ 350	\$ 10,843	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	350150	\$ 64,200	\$ 8,039.00	\$ 350	\$ 11,161	\$ -	85	1	2
2015	Class 8	Freightliner	Vocational	346739	\$ 64,200	\$ 8,183.37	\$ 350	\$ 11,017	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	348658	\$ 64,200	\$ 7,943.84	\$ 350	\$ 11,256	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	345335	\$ 64,200	\$ 8,217.81	\$ 350	\$ 10,982	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	347691	\$ 64,200	\$ 8,153.71	\$ 350	\$ 11,046	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	349782	\$ 64,200	\$ 8,090.99	\$ 350	\$ 11,109	\$ -	48	1	2
2015	Class 8	Freightliner	Vocational	352261	\$ 64,200	\$ 8,331.39	\$ 350	\$ 8,559	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	344576	\$ 64,200	\$ 8,026.25	\$ 350	\$ 8,864	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	349213	\$ 64,200	\$ 7,781.95	\$ 350	\$ 3,918	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	349642	\$ 64,200	\$ 7,787.22	\$ 350	\$ 3,913	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	347367	\$ 64,200	\$ 7,860.58	\$ 350	\$ 3,839	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	346421	\$ 64,200	\$ 7,834.20	\$ 350	\$ 3,866	\$ -	56	1	2
2015	Class 8	Freightliner	Vocational	351619	\$ 64,200	\$ 7,704.58	\$ 350	\$ 3,995	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	341556	\$ 64,200	\$ 8,545.23	\$ 350	\$ 20,905	\$ -	94	1	2
2015	Class 8	Freightliner	Vocational	348561	\$ 64,200	\$ 8,858.87	\$ 350	\$ 20,591	\$ -	64	1	2
2013	Class 8	Freightliner	Vocational	499437	\$ 51,750	\$ 14,160.26	\$ 350	\$ 13,071	\$ -	133	1	2

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(4 digits)	<u>Segment</u>			<u>Reading</u>								
2013	Class 8	Freightliner	Vocational	491749	\$ 51,750	\$ 9,119.99	\$ 350	\$ 18,111	\$ -	151	1	2
2015	Class 8	Freightliner	Vocational	348457	\$ 64,200	\$ 9,260.24	\$ 350	\$ 11,089	\$ -	126	1	2
2015	Class 8	Freightliner	Vocational	345703	\$ 64,200	\$ 9,846.66	\$ 350	\$ 10,503	\$ -	88	1	2
2015	Class 8	Freightliner	Vocational	349188	\$ 64,200	\$ 7,946.05	\$ 350	\$ 12,403	\$ -	126	1	2
2015	Class 8	Freightliner	Vocational	349085	\$ 64,200	\$ 8,642.77	\$ 350	\$ 11,707	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	348685	\$ 64,200	\$ 8,909.81	\$ 350	\$ 11,440	\$ -	129	1	2
2015	Class 8	Freightliner	Vocational	350469	\$ 64,200	\$ 8,702.37	\$ 350	\$ 11,648	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	349460	\$ 64,200	\$ 7,454.50	\$ 350	\$ 12,896	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	350498	\$ 64,200	\$ 8,735.10	\$ 350	\$ 11,464	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	346906	\$ 64,200	\$ 9,345.89	\$ 350	\$ 11,004	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	350024	\$ 64,200	\$ 9,853.35	\$ 350	\$ 10,497	\$ -	125	1	2
2015	Class 8	Freightliner	Vocational	351051	\$ 64,200	\$ 9,562.73	\$ 350	\$ 10,787	\$ -	88	1	2
2015	Class 8	Freightliner	Vocational	347716	\$ 64,200	\$ 10,262.88	\$ 350	\$ 10,087	\$ -	88	1	2
2015	Class 8	Freightliner	Vocational	347030	\$ 64,200	\$ 9,755.12	\$ 350	\$ 10,595	\$ -	88	1	2
2015	Class 8	Freightliner	Vocational	399044	\$ 64,200	\$ 11,464.06	\$ 350	\$ 4,111	\$ -	42	1	2
2015	Class 8	Freightliner	Vocational	349064	\$ 64,200	\$ 10,581.20	\$ 350	\$ 9,769	\$ -	111	1	2
2015	Class 8	Freightliner	Vocational	348092	\$ 64,200	\$ 10,832.63	\$ 350	\$ 9,517	\$ -	107	1	2
2015	Class 8	Freightliner	Vocational	350764	\$ 64,200	\$ 9,164.68	\$ 350	\$ 11,185	\$ -	107	1	2
2015	Class 8	Freightliner	Vocational	347989	\$ 64,200	\$ 9,169.25	\$ 350	\$ 11,181	\$ -	106	1	2
2015	Class 8	Freightliner	Vocational	348719	\$ 64,200	\$ 9,154.73	\$ 350	\$ 11,195	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	343304	\$ 64,200	\$ 9,729.52	\$ 350	\$ 10,620	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	350863	\$ 64,200	\$ 9,951.69	\$ 350	\$ 10,398	\$ -	64	1	2
2015	Class 8	Freightliner	Vocational	346057	\$ 64,200	\$ 9,895.24	\$ 350	\$ 10,455	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	349493	\$ 64,200	\$ 9,224.20	\$ 350	\$ 11,126	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	351386	\$ 64,200	\$ 9,553.90	\$ 350	\$ 11,651	\$ -	71	1	2
2015	Class 8	Freightliner	Vocational	348747	\$ 64,200	\$ 9,210.05	\$ 350	\$ 11,140	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	349359	\$ 64,200	\$ 9,832.65	\$ 350	\$ 10,517	\$ -	69	1	2
2015	Class 8	Freightliner	Vocational	347784	\$ 64,200	\$ 9,346.68	\$ 350	\$ 11,003	\$ -	69	1	2

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<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>	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	<u>Days In Stock</u>	<u>Transaction Type</u> Retail = 1 Wholesale = 2	<u>Trade with</u>
(4 digits)	<u>Segment</u>			<u>Reading</u>								<u>purchase</u>
												1= yes
												2=No
2015	Class 8	Freightliner	Vocational	346100	\$ 64,200	\$ 8,788.04	\$ 350	\$ 11,562	\$ -	69	1	2
2013	Class 8	Freightliner	Vocational	496185	\$ 48,250	\$ 8,518.15	\$ 350	\$ 15,062	\$ -	99	1	2
2013	Class 8	Freightliner	Vocational	485755	\$ 48,250	\$ 11,302.57	\$ 350	\$ 12,278	\$ -	99	1	2
2013	Class 8	Freightliner	Vocational	609795	\$ 43,000	\$ 8,619.12	\$ 1,868	\$ 15,881	\$ -	181	1	2
2013	Class 8	Freightliner	Vocational	482615	\$ 46,123	\$ 5,001.88	\$ 1,630	\$ 10,796	\$ -	132	1	2
2013	Class 8	Freightliner	Vocational	494021	\$ 46,123	\$ 7,920.42	\$ 1,630	\$ 9,558	\$ -	93	1	2
2013	Class 8	Freightliner	Vocational	457984	\$ 39,900	\$ 6,081.57	\$ 350	\$ 4,318	\$ -	181	1	2
2012	Class 8	Freightliner	Vocational	35446	\$ 73,000	\$ 8,810.43	\$ 350	\$ 29,140	\$ -	61	1	2
2012	Class 8	Freightliner	Vocational	35446	\$ 64,000	\$ 5,461.86	\$ 350	\$ 28,988	\$ -	61	1	2
2013	Class 8	Freightliner	Vocational	485997	\$ 51,750	\$ 14,291.20	\$ 350	\$ 12,940	\$ -	149	1	2
2013	Class 8	Freightliner	Vocational	495148	\$ 51,750	\$ 12,756.84	\$ 350	\$ 14,474	\$ -	149	1	2
2015	Class 8	Freightliner	Vocational	348538	\$ 64,200	\$ 9,299.38	\$ 350	\$ 11,051	\$ -	141	1	2
2015	Class 8	Freightliner	Vocational	299202	\$ 64,200	\$ 9,034.52	\$ 350	\$ 10,440	\$ -	58	1	2
2015	Class 8	Freightliner	Vocational	343737	\$ 64,200	\$ 10,159.43	\$ 350	\$ 10,565	\$ -	58	1	2
2015	Class 8	Freightliner	Vocational	349236	\$ 64,200	\$ 10,007.86	\$ 350	\$ 10,342	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	345972	\$ 64,200	\$ 8,609.92	\$ 350	\$ 11,740	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	348466	\$ 64,200	\$ 9,476.62	\$ 350	\$ 10,873	\$ -	131	1	2
2015	Class 8	Freightliner	Vocational	347331	\$ 64,200	\$ 8,002.43	\$ 350	\$ 12,348	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	349618	\$ 64,200	\$ 8,847.87	\$ 350	\$ 11,502	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	347026	\$ 64,200	\$ 9,523.31	\$ 350	\$ 10,827	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	347720	\$ 64,200	\$ 9,032.52	\$ 350	\$ 11,317	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	346838	\$ 64,200	\$ 8,666.85	\$ 350	\$ 11,683	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	350514	\$ 64,200	\$ 8,092.97	\$ 350	\$ 12,257	\$ -	104	1	2
2015	Class 8	Freightliner	Vocational	300491	\$ 64,200	\$ 8,808.53	\$ 350	\$ 9,666	\$ -	58	1	2
2015	Class 8	Freightliner	Vocational	350025	\$ 64,200	\$ 8,220.72	\$ 350	\$ 22,829	\$ -	141	1	2
2015	Class 8	Freightliner	Vocational	349630	\$ 64,200	\$ 8,441.87	\$ 350	\$ 22,608	\$ -	106	1	2

