



20 GROUP

Group & ID #  
Phone #

Dealership Name  
STUDY MONTHS

Rush Truck Centers of Ohio Inc

CLICK COLUMN HEADERS FOR INSTRUCTIONS

Used Truck/Bus Special Study  
ALL COLUMNS A THRU T ARE REQUIRED

STOCK/VIN	A	B	C	D	E	F	G	H	I	J	
	Year	Manufacturer	Market Segment	Odometer	Engine Type	Selling Price	Front End Gross (\$)	F&I Income (\$)	Recon In-Hous (\$)	Recon Sublet (\$)	
	(4 digits)	Must use drop down list	Must use drop down list	(mileage at time of sale)	Must use drop down list	Round to nearest dollar	(After Recon, include Hard Pack, NOT Soft Pack DO NOT include F&I income)	Round to nearest dollar	Round to nearest dollar	Round to nearest dollar	
1	3HSDZAPR6KN423510	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	355,649	Diesel	60,000	8,535	-	2,065	1,450
2	3HSDZAPR5KN607420	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	286,632	Diesel	60,000	9,915	-	1,896	69
3	54DK6S166LSG50853	2020	ISUZU	Class 8 Specialty/Other	21,000	Diesel	57,000	9,721	-	984	1,050
4	4UZAAXDC44CM47719	2004	THOMAS BUS	Bus - School	155,611	Diesel	5,000	3,250	-	-	-
5	2NKHLJ9X4KM252211	2019	KENWORTH	Class 8 Sleeper Tractor	183,107	Diesel	110,927	11,511	-	9,989	17,703
6	2NKHLJ9X5LM387361	2020	KENWORTH	Class 8 Sleeper Tractor	172,818	Diesel	114,950	18,355	-	2,790	17,703
7	3HSDZAPR1NN407722	2022	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	403,658	Diesel	63,000	(12,790)	-	2,784	1,554
8	1BABNCPA59F258724	2009	BLUEBIRD BUS	Bus - School	164,835	Diesel	10,795	5,934	-	-	1,361
9	1T88N3C2861268914	2006	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
10	1T88N3C2561268918	2006	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
11	1T88N3C2361268917	2006	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
12	1T88N3C2161268916	2006	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
13	1T88N3C2761268919	2006	THOMAS BUS	Bus - School	200,000	Diesel	900	(1,000)	-	-	400
14	1T88N3C2561268921	2006	THOMAS BUS	Bus - School	200,000	Diesel	547	(1,353)	-	-	400
15	1T88N3C2761268922	2006	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
16	1T88N3C2971287120	2007	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
17	1T88N3C2X71287126	2007	THOMAS BUS	Bus - School	200,000	Diesel	1,186	(314)	-	-	-
18	1T88N3C2171287127	2007	THOMAS BUS	Bus - School	200,000	Diesel	547	(953)	-	-	-
19	3ALHCYFE0LDR7477	2020	FREIGHTLINER	Class 8 Day Cab Tractor	165,175	Diesel	117,050	14,147	-	1,857	24,945
20	3FENF80C8XMA11047	1999	FORD	Class 6/7 Specialty/Other	231,787	Diesel	4,500	500	-	-	-
21	3HSDZAPR9NN315158	2022	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	445,501	Diesel	50,000	(19,284)	-	1,599	8,735
22	3HSDZAPR7NN424699	2022	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	173,538	Diesel	95,000	(16,388)	-	3,043	1,395
23	3ALHCYFE0LDR7446	2020	FREIGHTLINER	Class 8 Day Cab Tractor	186,438	Diesel	113,050	13,753	-	2,556	25,613

RED									
K	L	M	N	O	P	Q	R	S	T
							<b>Source of Truck/Bus Sold:</b>		
			<b>Certified or Non-Certified</b>	<b>Retail or Wholesale</b>	<b>If wholesaled: To</b>		1 = Trade from New	<b>Franchise</b>	<b>Trade-In Upon</b>
					1 = Wholesaler		2 = Trade from Used		
							3 = Repos		
<b>Cash Down</b>	<b>IF Financed</b>	<b>Days in Stock</b>	1 = Certified	1 = Retail	2 = Auction	<b>If wholesaled: Enter</b>	4 = Auction Purchase	1 = In-Line	1 = YES
(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.	2 = Non-In-Line	2 = NO
							6 = Off Lease		
							7 = Direct Purchase		
					4 = Other		8 = Dealer Consignment		
Round to nearest dollar	Must use drop down list	(Minimum 1 Day)	Must enter 1 or 2	Must enter 1 or 2	Must enter 1, 2, 3 or 4	Round to nearest dollar	9 = Demo Service	Must enter 1 or 2	Must enter 1 or 2
							10 = OEM USED TK Network		
							Must enter whole numbers 1 to 10		
	- Dealer Financed	16	2	1			8	2	2
	- Dealer Financed	16	2	1			8	2	2
1,000	Retail Contract	21	2	1			8	2	2
	- Dealer Financed	72	2	1			8	2	2
	- Other	135	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	134	2	1			8	2	2
	- Dealer Financed	211	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	103	2	1			8	2	2
	- Dealer Financed	23	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
	- Dealer Financed	151	2	1			8	2	2
	- Dealer Financed	153	2	1			8	2	2
10,000	Dealer Financed	213	2	1			8	2	2
	- Dealer Financed	230	2	1			8	2	2
	- Dealer Financed	235	2	1			8	2	2
	- Dealer Financed	236	2	1			8	2	2
	- Dealer Financed	243	2	1			8	2	2

**Makes**

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Coni
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel	Finance Le
FREIGHTLINER	Class 8 Vocational	Class 8	CNG	Dealer Fini
FORD	Class 8 Specialty/Other	Class 8	Hybrid	Other
GMC / CHEVROLET	Class 6/7 Conventional	Class 6	Electric	
HINO	Class 6/7 COE	Class 6		
KENWORTH	Class 6/7 Specialty/Other	Class 6		
INTERNATIONAL NAVISTAR	Class 3/4/5 Conventional	Class 3		
IC BUS	Class 3/4/5 COE	Class 3		
ISUZU	Class 3/4/5 Specialty/Other	Class 3		
MACK	Light Duty <10K GVWR	Light D		
MITSUBISHI FUSO	Bus - School	Bus		
PETERBILT	Bus - Commercial	Bus		
SPRINTER	Trailer - Dry Van	Trailer		
THOMAS BUS	Trailer - Flat	Trailer		
VOLVO	Trailer - Refrigerated	Trailer		
WESTERN STAR	Trailer - Drop Deck/Low Boy	Trailer		
OTHER TRUCK	Trailer - Specialty	Trailer		
OTHER BUS				

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GasDieselCNGHybridElectric

GasDieselCNGHybridElectric

TIPS:  
 Save the input file with a unique file name such as your dealership name and/or 20 Group Code  
 Enter data from left to right for each Truck/Bus sold.  
 Do NOT enter decimal points or cents into the fields.  
 Submit the completed file on time.

columns

	Stock/VIN	Not Required, but may help for easier tracking
A	Year	Enter the 4 digit year of Truck/Bus sold.
B	Manufacturer	MUST select from the drop-down list for Truck/Bus Manufacturer.
C	Market Segment	MUST select from the drop-down list for Truck/Bus Market Segment.
D	Odometer	Enter the Truck/Bus mileage at the time of sale.
E	Engine Type	MUST select from the drop-down list for Engine Type: Gas Diesel CNG Hybrid Electric
F	Selling Price	Selling price of the unit sold for retail or wholesale (ROUND TO NEAREST DOLLAR; no pennies). Selling price should reflect "Over Allowance" if there is a trade-in that applies directly to the unit listed in the study. The definition of selling price when there is a trade-in: The difference between the trade-in value and the trade-in allowance subtracted from the original selling price. Example: A Truck/Bus has an original selling price of \$20,000, a customer has a trade-in allowance of \$10,000, and the appraisal of the customer's Truck/Bus was \$8,000, resulting in an over allowance of \$2,000. The true selling price is calculated by subtracting \$2,000 from \$20,000. The selling price entered should be \$18,000.
G	Front End Gross	Selling price minus the cost of the Truck/Bus including reconditioning. Include hard pack (accounting pack) only, NO SOFT PACK. Hard pack is defined as the dollar amount added to the ACV in which the salesperson does not earn a commission. A hard pack is non-commissionable gross profit for the salesperson. A soft pack is an accrual against a future expense(s) and is usually commissionable. Do not include any soft packs on the gross profit. (ROUND TO NEAREST DOLLAR; no pennies).
H	F&I Income	The gross profit from any product or service sold through the F&I department. (ROUND TO NEAREST DOLLAR; no pennies).
I	Reconditioning In-House	Reconditioning dollars expended "In-House" (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).
J	Reconditioning Sublet	Reconditioning dollars contracted through an outside source (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).
K	Cash Down	Cash amount paid at time of sale. (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)
L	IF Financed	MUST select from the drop-down list for: Retail Contract Finance Lease Dealer Financed Other
M	Days In Stock	The number of days the Truck/Bus was in inventory prior to sale. MINIMUM should be 1, NO ZEROS.
N	Certified or Non-Certified	ENTER 1 for Certified = OEM certification, aftermarket certification, in-house certification OR ENTER 2 for Non-Certified
O	Retail or Wholesale	ENTER 1 = Retail OR ENTER 2 = Wholesale
P	IF Wholesaled sold to whom?	ENTER 1 = Wholesaler OR ENTER 2 = Auction OR ENTER 3 = one of your other stores OR ENTER 4 = Other
Q	IF Wholesaled Fees	Enter Wholesale Fees (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)
R	Source of Truck/Bus Sold	Enter corresponding number to indicate the source of the Truck/Bus sold 1 = Trade from New 2 = Trade from Used 3 = Reposs 4 = Auction Purchase 5 = Finance Co 6 = Off Lease 7 = Direct Purchase 8 = Dealer Consignment 9 = Demo Service 10 = OEM USED TK Network
S	In-Line or Non In-Line	ENTER 1 for In-Line = aligns with your new Truck/Bus franchise(s) ( <b>Freightliner, Mack, Western Star</b> ) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s) ( <b>All other brands</b> )
T	Trade-In Upon Sale	ENTER 1 = Yes, you received a Trade-in upon the sale of this unit. OR ENTER 2 = No, you did not receive a Trade-in upon the sale of this unit.