



Group & ID # ATD50

Phone #

Dealership Name

BORDER INTERNATIONAL

STUDY MONTHS

JULY - FEB

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	K
<p>NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.</p>	<u>Year</u>	<u>Manufacturer</u>	<u>Market Segment</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</u>	<u>Front End Gross</u>	<u>F&I Income</u>	<u>Recon In-Hous</u>	<u>Recon Sublet</u>	<u>Cash Down</u>
							(\$)	(\$)	(\$)	(\$)	(\$)
	(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			
1	188824	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	385,752	Diesel	55,000	18,895	-	310	
2	158118	2015	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	524,675	Diesel	22,750	45		290	
3	188822	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	340,210	Diesel	55,000	16,071		40	
4	188823	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	344,521	Diesel	55,000	13,987		650	
5	179344	2015	KENWORTH	Class 8 Sleeper Tractor	455,214	Diesel	45,890	(13,474)		950	
6	180167	2016	KENWORTH	Class 8 Sleeper Tractor	421,235	Diesel	39,903	(12,927)		1,250	
7	188905	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	465,897	Diesel	33,000	5,968		675	
8	161473	2015	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	369,875	Diesel	14,000	(5,183)		500	
9	188674	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	458,975	Diesel	77,000	15,932	3,103	2,100	15,000
10	189110	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	332,659	Diesel	59,750	6,247	543	550	13,000
11	189876	2016	PETERBILT	Class 6/7 Conventional	459,878	Diesel	68,054	8,479		1,120	
12	189877	2017	PETERBILT	Class 6/7 Conventional	456,987	Diesel	68,054	8,414		950	
13	189878	2017	PETERBILT	Class 6/7 Conventional	365,698	Diesel	68,054	8,580		625	
14	189879	2017	PETERBILT	Class 6/7 Conventional	398,563	Diesel	68,054	8,279		458	
15	189880	2017	PETERBILT	Class 6/7 Conventional	321,564	Diesel	68,054	8,217		1,000	
16	189881	2017	PETERBILT	Class 6/7 Conventional	356,587	Diesel	68,218	6,407		1,560	
17	189882	2017	PETERBILT	Class 6/7 Conventional	347,895	Diesel	68,218	8,658		1,487	
18	189883	2017	PETERBILT	Class 6/7 Conventional	411,023	Diesel	68,218	8,558		1,900	
19	189884	2017	PETERBILT	Class 6/7 Conventional	366,569	Diesel	68,218	8,820		1,352	
20	189885	2017	PETERBILT	Class 6/7 Conventional	401,236	Diesel	68,217	8,518		1,125	
21	189886	2017	PETERBILT	Class 6/7 Conventional	399,874	Diesel	68,217	8,435		1,570	
22	189887	2017	PETERBILT	Class 6/7 Conventional	387,963	Diesel	68,217	8,539		690	
23	189888	2017	PETERBILT	Class 6/7 Conventional	321,589	Diesel	68,217	8,735		585	

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New		Trade-In Upon
				1 = Wholesaler		2 = Trade from Used	Franchise	
						3 = Repos		
IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	4 = Auction Purchase	1 = In-Line	1 = YES
		2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.		
						6 = Off Lease	2 = Non-In-Line	2 = NO
				4 = Other		7 = Direct Purchase		
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	8 = Dealer Consignment	Must enter 1 or 2	Must enter 1 or 2
						9 = Demo Service		
						10 = OEM USED TK Network		
						Must enter whole numbers 1 to 10		
	9	1	1			7	1	2
	7	1	1			7	1	2
	22	1	1			7	1	2
	15	1	1			7	1	2
	52	1	1			7	2	2
	37	1	1			7	2	2
	44	1	1			7	1	2
	67	1	1			7	1	2
Retail Contract	41	1	1			7	1	2
Retail Contract	75	1	1				1	2
	63	1	1			7	2	2
	45	1	1			7	2	2
	71	1	1			7	2	2
	65	1	1			7	2	2
	55	1	1			7	2	2
	44	1	1			7	2	2
	61	1	1			7	2	2
	47	1	1			7	2	2
	78	1	1			7	2	2
	49	1	1			7	2	2
	56	1	1			2	2	1
	45	1	1			2	2	1
	58	1	1			2	2	1

Makes

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Cont
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel	Finance Le
FREIGHTLINER	Class 8 Vocational	Class 8	CNG	Dealer Fin
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) (Freightliner, Mack, Western Star) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s) (All other brands)
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.