



Group & ID # ATDO50 ID20

Vish & Randy

Phone # 226-235-2767

Dealership Name Gerry's Truck Centre Ltd

STUDY MONTHS 2023 - 2024

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 AYSDM2H4E1000417	2014	HINO	Class 6/7 COE	293,369	Diesel	\$ 26,000.00	2,000	-	-	1,100	-
2 1XKZDPOX4FJ974945	2015	KENWORTH	Class 8 Sleeper Tractor	693,932	Diesel	\$ 46,500.00	6,250	-	-	-	-
3 V4NC9EH1LN218797	2020	VOLVO	Class 8 Sleeper Tractor	789,472	Diesel	\$ 115,000.00	15,800	2,300	-	2,700	-
4 V4NC9EH0KN201469	2019	VOLVO	Class 8 Sleeper Tractor	632,119	Diesel	\$ 124,000.00	18,500	1,400	750	1,100	2,000
5 V4NC9EH3KN201384	2019	VOLVO	Class 8 Sleeper Tractor	598,000	Diesel	\$ 124,000.00	18,900	2,200	380	1,100	2,000
6 V4WC9EJ2LN252626	2020	VOLVO	Class 8 Sleeper Tractor	689,286	Diesel	\$ 115,000.00	14,500	2,151	1,500		-
7 V4NC9EHXKN905937	2019	VOLVO	Class 8 Sleeper Tractor	890,929	Diesel	\$ 59,000.00	2,000		1,000	500	-
8 V4NC9EH1KN905938	2019	VOLVO	Class 8 Sleeper Tractor	853,575	Diesel	\$ 59,000.00	2,000		1,000	500	-
9 V4NC9EH3KN905939	2019	VOLVO	Class 8 Sleeper Tractor	703,668	Diesel	\$ 59,000.00	2,000		1,000	500	-
10 V4NC9EH1KN905941	2019	VOLVO	Class 8 Sleeper Tractor	900,501	Diesel	\$ 59,000.00	2,000		1,000	500	-
11 V4NC9EH3KN905942	2019	VOLVO	Class 8 Sleeper Tractor	979,387	Diesel	\$ 59,000.00	2,000		1,000	500	-
12 V4NC9EH5KN905943	2019	VOLVO	Class 8 Sleeper Tractor	879,529	Diesel	\$ 59,000.00	2,000		1,000	500	-
13 V4NC9EHXKN905940	2019	VOLVO	Class 8 Sleeper Tractor	906,573	Diesel	\$ 59,000.00	2,000		1,000	500	-
14 V4NC9EH7GN935534	2016	VOLVO	Class 8 Day Cab Tractor	801,231	Diesel	\$ 53,000.00	7,900				-
15 V4NC9EH6LN253156	2020	VOLVO	Class 8 Sleeper Tractor	735,754	Diesel	\$ 98,000.00	13,000	2,600	2,700	7,300	2,000
16 V5K99EH5KN900285	2019	VOLVO	Class 8 Day Cab Tractor	329,249	Diesel	\$ 185,000.00	26,000		6,000	2,500	70,000
18 D3BETVD2HP654344	2017	HINO	Class 6/7 Specialty/Other	322,073	Diesel	\$ 24,000.00	500		750	250	
19 V4CC9EH4FN189106	2015	VOLVO	Class 8 Day Cab Tractor	608,786	Diesel	\$ 63,000.00	9,700		850	4,250	
20 V4NC9EH2LN253154	2020	VOLVO	Class 8 Sleeper Tractor	713,976	Diesel	\$ 100,000.00	11,750		2,500	160	
21 V4NC9EH9KN211143	2019	VOLVO	Class 8 Sleeper Tractor	551,894	Diesel	\$ 85,000.00	13,200		1,700	-	-
22 V4NC9EH7KN905961	2019	VOLVO	Class 8 Sleeper Tractor	754,756	Diesel	\$ 100,000.00	1,100		2,250		

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		
Other	90	1	1			6	2	2
Other	1	2	1			1	2	2
Retail Contract	15	2	1			1	1	2
Retail Contract	24	2	1			1	1	2
Retail Contract	120	2	1			1	1	2
Retail Contract	60	2	1			6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	45	2	2	1	\$ -	6	1	2
Other	28	2	1			7	1	2
Retail Contract	14	2	1			7	1	2
Retail Contract	30	1	1			7	1	2
Other	1	2	1			7	2	2
Other	24	2	1			6	1	2
Other	21	1	1			6	1	2
Other	21	1	1			6	1	2
Other	90	1	1			6	1	2

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.