



Group & ID # ATD 051
Phone # 804-432-4695

Dealership Name Rush Truck Centers - Richmond
STUDY MONTHS

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	700623	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	134,481	Diesel	54,478	29,462	-	810	250	54,777
2	1008384	2014	FORD	Light Duty <10K GVWR	156,569	Gas	2,501	2,478	-	-	-	2,800
3	703230	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	107,855	Diesel	54,478	30,790	-	1,021	325	54,777
4	699098	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	103,367	Diesel	54,478	23,801	-	8,395	300	54,777
5	721788	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	262,844	Diesel	55,992	24,185	2,821	6,516	4,580	59,250
6	1467303	2019	KENWORTH	Class 8 Sleeper Tractor	368,192	Diesel	69,997	(37,615)	1,800	4,980	8,632	70,524
7	1309036	2022	INTERNATIONAL NAVISTAR	Class 8 Vocational	18,566	Diesel	199,701	59,590	-	1,015	300	200,000
8	823522	2018	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	265,265	Diesel	71,169	48,078	-	4,936	4,473	71,599
9	726901	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	210,555	Diesel	54,888	28,801	1,525	2,002	3,383	45,000
10	449694	2016	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	907,702	Diesel	10,000	563	-	437	-	5,000
11	654993	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	190,577	Diesel	49,891	38,763	2,022	5,699	3,118	52,321
12	594727	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	221,859	Diesel	49,888	42,349	1,006	4,170	3,368	34,302
13	457315	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	260,632	Diesel	54,596	44,376	1,038	6,427	3,569	52,917
14	679625	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	73,178	Diesel	37,376	15,053	-	4,156	3,683	37,500
15	406530	2012	FORD	Light Duty <10K GVWR	212,000	Gas	1,400	1,399	-	-	-	1,400
16	1517958	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	405,111	Diesel	53,369	13,158	1,614	5,498	4,778	55,413
17	598746	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	75,343	Diesel	37,077	19,265	-	10,524	3,733	37,500
18	1434012	2019	KENWORTH	Class 8 Sleeper Tractor	583,544	Diesel	28,765	(53,498)	-	4,485	7,513	-
19	1616028	2022	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	157,444	Diesel	112,500	9,098	-	1,802	-	100,299
20	1616113	2022	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	145,703	Diesel	120,451	8,737	-	1,465	5,650	120,955
21	700626	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	87,083	Diesel	57,877	28,957	1,470	2,125	5,118	59,766
22	664072	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	72,850	Diesel	33,500	10,173	-	8,089	1,278	33,500
23	703218	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	98,433	Diesel	49,997	19,803	1,336	5,073	4,768	45,614

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non-Certified	Retail or Wholesale	If wholesaled: To Wholesaler		1 = Trade from New	Franchise	Trade-In Upon
				1 = Wholesaler		2 = Trade from Used		
						3 = Repos		
IF Financed	Days in Stock	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Enter (\$)	4 = Auction Purchase	1 = In-Line	1 = YES
						5 = Finance Co.		
		2 = Non-Certified	2 = Wholesale	3 = Other store		6 = Off Lease	2 = Non-In-Line	2 = NO
						7 = Direct Purchase		
				4 = Other		8 = Dealer Consignment		
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		
	93	2	1			6	1	2
	9	2	2	3	-	6	2	2
	41	2	1			6	1	2
	40	2	1			6	1	2
Retail Contract	18	2	1			6	1	2
Retail Contract	324	2	1			1	2	2
	19	2	1			9	1	2
	108	2	1			6	1	2
Retail Contract	44	2	1			6	1	2
	17	2	2	3	-	1	1	2
Retail Contract	41	2	1			6	1	2
Retail Contract	78	2	1			6	1	2
Retail Contract	102	2	1			6	1	2
	60	2	1			6	1	2
	32	2	2	3		6	2	2
Retail Contract	147	2	1			10	1	2
	42	2	1			6	1	2
	427	2	2	2	-	7	2	2
	29	2	1			7	1	1
	55	2	1			10	1	2
Retail Contract	108	2	1			6	1	2
	91	2	1			6	1	2
Retail Contract	25	2	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 = Repos 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.