



Group & ID #
Phone #

Dealership Name: Southwest International Trucks
STUDY MONTHS: May - July

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>	Front End Gross (\$)	<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	Round to nearest dollar	Round to nearest dollar	Round to nearest dollar	
	1	L559185	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	169,428	Diesel	42,500	19,484	88	-	-
	2	L559186	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	235,987	Diesel	47,500	36,142	660	-	-
3	L631865	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	153,709	Diesel	20,000	20,000		-	-	
4	L831669	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	770,290	Diesel	88,891	4,720		-	-	
5	S1005	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	47,500	Diesel	22,000	4,100		-	235	
6	S1007	2020	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	153,176	Diesel	87,498	16,119		12,537	4,731	
7	S1008	2020	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	168,980	Diesel	87,498	18,718		6,440	4,731	
8	S1009	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	39,500	12,925	1,027	1,640	1,185	11,000
9	S1011	2017	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	293,499	Diesel	65,000	17,532		3,804	3,563	
10	S1013	2012	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	158,281	Diesel	6,000	465		-	535	
11	S1014	2013	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	278,738	Diesel	6,000	450		-	550	
12	S1023	2015	FREIGHTLINER	Class 8 Sleeper Tractor	307,951	Diesel	66,500	24,405		2,155	27,744	
13	S1024	2016	FREIGHTLINER	Class 8 Sleeper Tractor	388,309	Diesel	64,500	22,413		3,311	25,661	
14	S1026	2016	FREIGHTLINER	Class 8 Sleeper Tractor		Diesel	12,000	5,850		-	-	
15	S1029	2018	FREIGHTLINER	Class 8 Sleeper Tractor		Diesel	25,000	10,850		-	-	
16	S1036	2012	OTHER TRUCK	Class 3/4/5 Conventional		Diesel	5,839	839		-	-	
17	S1038	2019	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	116,459	Diesel	65,000	9,792		4,436	1,918	
18	S1039	2019	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	116,304	Diesel	65,000	8,554		3,778	1,985	
19	S1040	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	215,082	Diesel	22,000	5,880		-	-	
20	S1041	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	285,835	Diesel	32,500	3,033		3,462	185	
21	S1043	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	218,747	Diesel	18,500	6,505		-	-	
22	S1044	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	178,533	Diesel	21,000	(5,996)		-	-	
23	S1049	2021	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	253,709	Diesel	60,000	(701)		-	-	

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non-Certified	Retail or Wholesale	If wholesaled: To		1 = Trade from New		Trade-In Upon
				1 = Wholesaler		2 = Trade from Used	Franchise	
						3 = Repos		
IF Financed	Days in Stock	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Enter	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		
Retail Contract	0	2	1			6	1	2
Retail Contract	14	2	1			6	1	2
	0	2	1			6	1	2
	0	2	1			6	1	2
	56	2	1			6	1	2
Retail Contract	43	2	1			7	1	2
Retail Contract	43	2	1			7	1	2
Retail Contract	49	2	1			7	1	2
Retail Contract	40	2	1			6	1	2
	42	2	1			2	1	1
	20	2	1			1	1	1
Retail Contract	66	2	1			7	2	2
Retail Contract	58	2	1			7	2	2
	33	2	2	1	-	7	2	2
	29	2	2	1	-	7	2	2
Retail Contract	9	2	1			2	2	1
	47	2	1			7	1	2
	47	2	1			7	1	2
	28	2	1			6	1	2
Retail Contract	43	2	1			6	1	2
	15	2	2	1	-	6	1	2
	19	2	2	1	-	6	1	2
	25	2	1			7	1	2

Makes

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Con
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.