



Group & ID #
Phone #

Dealership Name
R J Border International

CLICK COLUMN
HEADERS FOR
INSTRUCTIONS

Used truck/
ALL COLUMN
RE

STOCK/VIN	A	B	C	D	E	F	G	H
<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>
							(\$)	(\$)
	(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	2012	FREIGHTLINER	Class 8 Sleeper Tractor	720454	Diesel	\$ 45,750	\$ 2,500	\$ 400
2	2015	KENWORTH	Class 8 Sleeper Tractor	642541	Diesel	\$ 59,750	\$ 12,000.00	\$ 1,400
3	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	453452	Diesel	\$ 50,750	\$ 3,000.00	
4	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	454214	Diesel	\$ 50,750	\$ 3,000.00	
5	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	441251	Diesel	\$ 50,750	\$ 3,000.00	
6	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	449562	Diesel	\$ 50,750	\$ 3,000.00	
7	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	440215	Diesel	\$ 50,750	\$ 3,000.00	
8	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	359872	Diesel	\$ 50,750	\$ 3,000.00	
9	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	399874	Diesel	\$ 50,750	\$ 3,000.00	
10	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	354156	Diesel	\$ 50,750	\$ 3,000.00	
11	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	367851	Diesel	\$ 50,750	\$ 3,000.00	
12	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	366521	Diesel	\$ 50,750	\$ 3,000.00	
13	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	399854	Diesel	\$ 50,750	\$ 3,000.00	
14	2016	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	387875	Diesel	\$ 50,750	\$ 3,000.00	
15	2014	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	485785	Diesel	\$ 30,000	\$ 8,000.00	
16	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	505412	Diesel	\$ 39,500	\$ 4,000.00	

**Bus Special Study
NS A THRU T ARE
REQUIRED**

I	J	K	L	M	N	O	P	Q	R
									Source of Truck/Bus Sold:
					Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New
							1 = Wholesaler		2 = Trade from Used
					1 = Certified	1 = Retail	2 = Auction		3 = Repos
Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto				If wholesaled: Ente	4 = Auction Purchase
(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.
							4 = Other		6 = Off Lease
									7 = Direct Purchase
Round to nearest dollar	Round to nearest dollar	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	8 = Dealer Consignment
									9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
\$ 100	\$ 300	5,000	Retail Contract	45	2	1			7
\$ 1,500	\$ 300	5,000	Retail Contract	40	2	1			1
\$ 100	\$ 300	-	Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		10
\$ 100	\$ 300		Retail Contract	30	2	2	4		1
\$ 100	\$ 300		Retail Contract	30	2	2	4		1



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Phone #

Dealership Name R J Border International

STUDY MONTHS

CLICK COLUMN HEADERS FOR INSTRUCTIONS

Used truck/
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RE

STOCK/VIN	A	B	C	D	E	F	G	H	
<p>NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.</p>							Front End Gross	F&I Income	
	<u>Year</u>	<u>Manufacturer</u>	<u>Market Segment</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</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	
	17	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	498554	Diesel	\$ 39,500	\$ 4,000.00	
	18	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	569521	Diesel	\$ 39,500	\$ 4,000.00	
	19	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	575663	Diesel	\$ 39,500	\$ 4,000.00	
	20	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	551241	Diesel	\$ 39,500	\$ 4,000.00	
	21	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	497852	Diesel	\$ 39,500	\$ 4,000.00	
22	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	525414	Diesel	\$ 39,500	\$ 4,000.00		
23	2015	INTERNATIONAL NAVIS	Class 8 Sleeper Tractor	507452	Diesel	\$ 39,500	\$ 4,000.00		

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REQUIRED**

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Round to nearest dollar	Round to nearest dollar	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	8 = Dealer Consignment
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									Must enter whole numbers 1 to 10
\$ 100	\$ 300		Retail Contract	30	2	2	4		1
\$ 100	\$ 300		Retail Contract	30	2	2	4		1
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\$ 100	\$ 300		Retail Contract	30	2	2	4		1
\$ 100	\$ 300		Retail Contract	30	2	2	4		1
\$ 100	\$ 300		Retail Contract	30	2	2	4		1
\$ 100	\$ 300		Retail Contract	30	2	2	4		1

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				

tract
ase
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GasDieselCNGHybridElectric

GasDieselCNGHybridElectric

columns

	Stock/VIN
A	Year
B	Manufacturer
C	Market Segment
D	Odometer
E	Engine Type
F	Selling Price
G	Front End Gross
H	F&I Income
I	Reconditioning In-House
J	Reconditioning Sublet
K	Cash Down

L IF Financed

M Days
In Stock

N Certified or
Non-Certified

O Retail or
Wholesale

P IF Wholesaled
sold to whom?

Q IF Wholesaled
Fees

R Source of
Truck/Bus Sold

S In-Line or
Non In-Line

T Trade-In Upon
Sale

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.

Not Required, but may help for easier tracking

Enter the 4 digit year of Truck/Bus sold.

MUST select from the drop-down list for Truck/Bus Manufacturer.

MUST select from the drop-down list for Truck/Bus Market Segment.

Enter the Truck/Bus mileage at the time of sale.

MUST select from the drop-down list for Engine Type:

- Gas
- Diesel
- CNG
- Hybrid
- Electric

Selling price of the unit sold for retail or wholesale (ROUND TO NEAREST DOLLAR; no pennies). Selling price should reflect "value" 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 allowance and the original selling price. Example: A Truck/Bus has an original selling price of \$20,000, a customer has a trade-in allowance of \$8,000, resulting in an over allowance of \$2,000. The true selling price is calculated by subtracting \$2,000 from the original selling price of \$20,000, resulting in a true selling price of \$18,000.

Selling price minus the cost of the Truck/Bus including reconditioning. Include hard pack (accounting pack) only, NO SOFT PACK. Soft pack is added to the ACV in which the salesperson does not earn a commission. A hard pack is non-commissionable gross profit for the future expense(s) and is usually commissionable. Do not include any soft packs on the gross profit. (ROUND TO NEAREST DOLLAR; no pennies)

The gross profit from any product or service sold through the F&I department. (ROUND TO NEAREST DOLLAR; no pennies).

Reconditioning dollars expended "In-House" (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).

Reconditioning dollars contracted through an outside source (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).

Cash amount paid at time of sale. (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)

MUST select from the drop-down list for:

- Retail Contract
 - Finance Lease
 - Dealer Financed
 - Other
-

The number of days the Truck/Bus was in inventory prior to sale. MINIMUM should be 1, NO ZEROS.

ENTER 1 for Certified = OEM certification, aftermarket certification, in-house certification
OR
ENTER 2 for Non-Certified

ENTER 1 = Retail
OR
ENTER 2 = Wholesale

ENTER 1 = Wholesaler
OR
ENTER 2 = Auction
OR
ENTER 3 = one of your other stores
OR
ENTER 4 = Other

Enter Wholesale Fees (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)

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
-

ENTER 1 for In-Line = aligns with your new Truck/Bus franchise(s)
OR
ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s)

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.
