



Group & ID # ATD041
 Phone # 9729983038
 Dealership Name Southwest Volvo

CLICK COLUMN HEADERS FOR INSTRUCTIONS

Used truck/
 ALL COLUMN
 RE

STOCK/VIN	A	B	C	D	E	F	G	H
NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.	<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 W5018	2014	VOLVO	Class 8 Sleeper Tracto	411,518	Diesel	\$ 67,500	\$ 4,288	\$ -
2 W5029	2013	INTERNATIONAL NAVIS	Class 8 Sleeper Tracto	417,418	Diesel	\$ 26,000	\$ 1,392.00	\$ -
3 W5027	2015	VOLVO	Class 8 Sleeper Tracto	482,544	Diesel	\$ 55,000	\$ 138.00	\$ 692
4 W4998	2012	VOLVO	Class 8 Sleeper Tracto	713,857	Diesel	\$ 32,000	\$ (8,556.00)	\$ -
5 W5023	2015	VOLVO	Class 8 Sleeper Tracto	492,556	Diesel	\$ 55,000	\$ 1,645.00	\$ 692
6 W5028	2015	VOLVO	Class 8 Sleeper Tracto	480,505	Diesel	\$ 55,000	\$ 1,096.00	\$ 692
7 W4993	2009	FREIGHTLINER	Class 6/7 Conventiona	967,706	Diesel	\$ 12,000	\$ -	\$ -
8 W5030	2014	VOLVO	Class 8 Sleeper Tracto	619,926	Diesel	\$ 40,000	\$ (633.00)	\$ -
9 W5034	2014	VOLVO	Class 8 Sleeper Tracto	491,173	Diesel	\$ 45,000	\$ (3,703.00)	\$ -
10 W5035	2014	VOLVO	Class 8 Sleeper Tracto	580,222	Diesel	\$ 45,000	\$ (665.00)	\$ -
11 W5036	2014	VOLVO	Class 8 Sleeper Tracto	489,343	Diesel	\$ 47,500	\$ (69.00)	\$ -
12 W5037	2014	VOLVO	Class 8 Sleeper Tracto	504,398	Diesel	\$ 47,500	\$ (665.00)	\$ -
13 W5043	2012	VOLVO	Class 8 Sleeper Tracto	908,152	Diesel	\$ 20,000	\$ (900.00)	\$ -
14 W5038	2014	VOLVO	Class 8 Sleeper Tracto	574,580	Diesel	\$ 57,500	\$ 9,078.00	\$ 1,186
15 W5044	2012	VOLVO	Class 8 Sleeper Tracto	969,000	Diesel	\$ 22,000	\$ (1,991.00)	\$ 476
16 W5045	2006	INTERNATIONAL NAVIS	Class 6/7 Conventiona	58,341	Diesel	\$ 14,000	\$ 12,214.00	\$ -

**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
Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	3 = Repos
(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	4 = Auction Purchase
							4 = Other		5 = Finance Co.
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	6 = Off Lease
									7 = Direct Purchase
									8 = Dealer Consignment
									9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
\$ 8,071	\$ 1,642	-	Retail Contract	100	1	1	4	-	1
\$ 527	\$ 880	-	Retail Contract	1	1	1	4	-	7
\$ 2,218	\$ 2,781	8,334	Retail Contract	15	1	1	4	-	7
\$ 11,706	\$ 3,198	3,000	Retail Contract	488	1	1	4	-	1
\$ 311	\$ 2,881	8,334	Retail Contract	58	1	1	4	-	7
\$ 1,064	\$ 2,781	8,334	Retail Contract	25	1	1	4	-	7
\$ 579	\$ 525	-	Retail Contract	547	1	1	4	-	7
\$ 164	\$ 300	-	Retail Contract	46	1	2	3	-	1
\$ 828	\$ 300	-	Retail Contract	46	1	2	3	-	1
\$ 196	\$ 300	-	Retail Contract	46	1	2	3	-	1
\$ -	\$ 300	-	Retail Contract	46	1	2	3	-	1
\$ 196	\$ 300	-	Retail Contract	46	1	2	3	-	1
\$ 423	\$ 125	-	Retail Contract	10	1	1	4	-	2
\$ 906	\$ 300	10,000	Retail Contract	54	1	1	4	-	1
\$ 3,744	\$ 200	-	Retail Contract	42	1	1	4	-	2
\$ 70	\$ 75	300	Retail Contract	45	1	1	4	-	6



Group & ID # ATD041

Phone # 9729983038

alership Name Southwest Volvo

TUDY MONTHS

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>							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	W5046	2006	INTERNATIONAL NAVIS	Class 6/7 Conventiona	211,984	Diesel	\$ 14,000	\$ 12,238.00	\$ -
18	W5032	2014	VOLVO	Class 8 Sleeper Tracto	583,000	Diesel	\$ 55,000	\$ 2,755.00	\$ 125
19	W5033	2014	VOLVO	Class 8 Sleeper Tracto	545,000	Diesel	\$ 55,000	\$ 1,583.00	\$ 125
20	W5031	2014	VOLVO	Class 8 Sleeper Tracto	488,789	Diesel	\$ 47,500	\$ (469.00)	\$ -
21	W5055	2013	VOLVO	Class 8 Sleeper Tracto	557,783	Diesel	\$ 39,500	\$ 4,800.00	\$ -
22	W5051	2014	VOLVO	Class 8 Sleeper Tracto	611,256	Diesel	\$ 30,000	\$ 700.00	\$ -
23	W5056	2011	VOLVO	Class 8 Sleeper Tracto	677,749	Diesel	\$ 25,000	\$ 6,567.00	\$ 377

**Bus Special Study
BUS 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
\$ 40	\$ 100	300	Retail Contract	45	1	1	4	-	6
\$ 6,250	\$ 725	-	Retail Contract	107	1	1	4	-	1
\$ 2,408	\$ 725	-	Retail Contract	107	1	1	4	-	1
\$ -	\$ 335	-	Retail Contract	116	1	2	3	-	1
\$ 1,775	\$ 75	3,000	Retail Contract	13	1	1	4	-	7
\$ -	\$ 300	-	Retail Contract	68	1	2	3	-	1
\$ 2,253	\$ 680	3,200	Retail Contract	41	1	1	4	-	1

S	T
Franchise	Trade-In Upon
1 = In-Line	1 = YES
2 = Non-In-Line	2 = NO
Must enter 1 or 2	Must enter 1 or 2
2	2
1	2
1	2
1	2
1	2
1	2
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) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s)
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.