ATD 20 GROUP

Group & ID #	041- Taylor Minor
Phone #	615-972-9504
alership Name	Cumberland International Trucks, Inc.
TUDY MONTHS	

CLICK COLUMN HEADERS FOR INSTRUCTIONS

Used Truck/ ALL COLUM 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.	Year	Manufacturer	Market Segment	Odometer	Engine Type	Selling Price	Front End Gross ($)	F&I Income ($)
		(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	157846	2016	OTHER TRUCK	Class 8 Specialty/Othe	4,000	Diesel	74,973	-	-
2	165423	2004	KENWORTH	Class 8 Vocational	294,057	Diesel	3,800	1,540	-
3	161231	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	25,235	Diesel	59,000	-	-
4	161232	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	33,433	Diesel	59,000	-	-
5	161234	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	26,373	Diesel	59,000	-	-
6	154945	2015	OTHER TRUCK	Class 8 Specialty/Othe	14,262	Diesel	56,972	-	-
7	139301	2011	INTERNATIONAL NAVIS	Class 6/7 Conventiona	199,945	Diesel	11,000	-	-
8	161230	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	248,000	Diesel	60,000	-	-
9	161233	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	13,708	Diesel	59,000	-	-
10	162754	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	15,218	Diesel	59,000	-	-
11	168060	2017	OTHER TRUCK	Class 8 Specialty/Othe	12,844	Diesel	67,900	7,675	-
12	168059	2017	OTHER TRUCK	Class 8 Specialty/Othe	12,506	Diesel	65,917	4,280	-
13	168058	2017	OTHER TRUCK	Class 8 Specialty/Othe	8,178	Diesel	67,512	7,006	-
14	157869	2016	OTHER TRUCK	Class 8 Specialty/Othe	8,508	Diesel	69,000	-	-
15	168055	2017	OTHER TRUCK	Class 8 Specialty/Othe	7,818	Diesel	75,182	6,122	-
16	168056	2017	OTHER TRUCK	Class 8 Specialty/Othe	8,041	Diesel	75,182	6,065	-

Bus Special Study
NS A THRU T ARE
EQUIRED

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
									3 = Repos
Recon In-Hous	**Recon Sublet**	**Cash Down**	**IF Financed**	**Days in Sto**	**1 = Certified**	**1 = Retail**	**2 = Auction**	If wholesaled: Ente	4 = Auction Purchase
									5 = Finance Co.
($)	($)	($)			**2 = Non-Certified**	**2 = Wholesale**	**3 = Other store**	($)	6 = Off Lease
									7 = Direct Purchase
							4 = Other		8 = Dealer Consignment
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	9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
-	-	-		1	2	1			6
-	-	-		1	2	2	1	-	3
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
2,769	2,150	-		102	2	1			7
4,337	2,150	-		94	2	1			7
3,034	2,317	-		101	2	1			7
-	-	-		1	2	1			6
4,039	6,556	-		72	2	1			7
3,736	6,878	-		72	2	1			7

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
1	2
2	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2
1	2

ATD 20 GROUP

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alership Name Cumberland International Trucks, Inc.
TUDY MONTHS

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Used Truck/
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	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.	**Year**	**Manufacturer**	**Market Segment**	**Odometer**	**Engine Type**	**Selling Price**	**Front End Gross** ($)	**F&I Income** ($)
		(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	168062	2017	OTHER TRUCK	Class 8 Specialty/Othe	13,125	Diesel	75,939	6,955	-
18	148178	2014	INTERNATIONAL NAVIS	Class 8 Day Cab Tracto	154,809	Diesel	80,000	-	-
19	158859	2017	INTERNATIONAL NAVIS	Class 8 Day Cab Tracto	41,201	Diesel	94,000	-	-
20	162176	2005	INTERNATIONAL NAVIS	Class 6/7 Conventiona	375,161	Diesel	35,000	-	-
21	162857	2018	INTERNATIONAL NAVIS	Class 6/7 Conventiona	428	Diesel	82,000	-	-
22	164028	2019	INTERNATIONAL NAVIS	Class 6/7 Conventiona	364	Diesel	83,000	-	-
23	164059	2019	INTERNATIONAL NAVIS	Class 6/7 Conventiona	421	Diesel	80,000	-	-

Bus Special Study
NS A THRU T ARE
EQUIRED

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
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Recon In-Hous	**Recon Sublet**	**Cash Down**	**IF Financed**	**Days in Sto**	**1 = Certified**	**1 = Retail**	**2 = Auction**	If wholesaled: Ente	4 = Auction Purchase
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($)	($)	($)			**2 = Non-Certified**	**2 = Wholesale**	**3 = Other store**	($)	6 = Off Lease
									7 = Direct Purchase
							4 = Other		8 = Dealer Consignment
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	9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
4,707	6,377	-		59	2	1			7
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6
-	-	-		1	2	1			6

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
1	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				

tract

ease GasDieselCNGHybridElectric

anced

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 "
directly to the unit listed in the study. The definition of selling price when there is a trade-in: The difference between the trade-i
from the original selling price. Example: A Truck/Bus has an original selling price of $20,000, a customer has a trade-in allowar
customer's Truck/Bus was $8,000, resulting in an over allowance of $2,000. The true selling price is calculated by subtracting $
should be $18,000.

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

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 p

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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.