



Group & ID # ATD041
 Phone # 601-939-5000
 Dealership Name Empire Truck Sales, LLC
 TUDY 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	L	M	N	O	P	Q	R	S	T	
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 (\$)	Recon In-Hous (\$)	Recon Sublet (\$)	Cash Down (\$)	IF Financed	Days in Str	1 = Certified	1 = Retail	2 = Auction	3 = Other store	4 = Other	1 = In-Line	1 = YES	
	(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	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				
																			Source of Truck/Bus Sold:	Franchise	Trade-In Upon
																			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 = OEM USED TK Network			
																		10 = OEM USED TK Network			
																		Must enter whole numbers 1 to 10			
1	2015	FREIGHTLINER	Class 8 Sleeper Tractor	303,772	Diesel	\$ 74,000.00	\$ 5,373.02	\$ 1,937.35	\$ 4,313.40	\$ 641.00	15,500	Retail Contract	9	2	1			7	1		
2	2013	FREIGHTLINER	Class 8 Vocational	428,726	Diesel	\$ 55,800.00	\$ 7,135.50	\$ 750.00	\$ 4,241.81	\$ 1,423.50	-	Retail Contract	52	2	1			7	1		
3	2014	FREIGHTLINER	Class 8 Sleeper Tractor	453,716	Diesel	\$ 44,500.00	\$ 7,026.50	\$ -	\$ 3,141.00	\$ 482.50	-	Retail Contract	31	2	1			7	1		
4	2018	FREIGHTLINER	Class 8 Vocational	75,531	Diesel	\$ 106,451.00	\$ 9,147.15	\$ 500.00	\$ 1,641.53	\$ 649.44	-	Retail Contract	18	2	1			7	1		
5	2016	WESTERN STAR	Class 8 Vocational	494,999	Diesel	\$ 59,500.00	\$ 8,032.34	\$ -	\$ 1,717.16	\$ 653.50	-	Retail Contract	26	2	1			1	1		
6	2014	FREIGHTLINER	Class 8 Sleeper Tractor	283,182	Diesel	\$ 53,500.00	\$ 5,223.69	\$ -	\$ 5,669.53	\$ 1,255.00	-	Retail Contract	35	2	1			7	1		
7	2014	FREIGHTLINER	Class 8 Sleeper Tractor	290,825	Diesel	\$ 53,500.00	\$ 4,501.67	\$ -	\$ 4,564.02	\$ 4,567.00	-	Retail Contract	28	2	1			7	1		
8	2014	FREIGHTLINER	Class 8 Sleeper Tractor	299,932	Diesel	\$ 53,500.00	\$ 6,001.66	\$ -	\$ 4,770.03	\$ 1,873.00	-	Retail Contract	28	2	1			7	1		
9	2014	FREIGHTLINER	Class 8 Sleeper Tractor	283,011	Diesel	\$ 53,500.00	\$ 6,487.25	\$ -	\$ 2,022.24	\$ 4,317.61	-	Retail Contract	28	2	1			7	1		
10	2014	FREIGHTLINER	Class 8 Vocational	549,263	Diesel	\$ 78,120.00	\$ 7,432.06	\$ 2,525.00	\$ 18,131.69	\$ 1,380.00	-	Retail Contract	67	2	1			1	1		
11	2005	FREIGHTLINER	Class 8 Sleeper Tractor	476,786	Diesel	\$ 10,000.00	\$ 3,967.42	\$ -	\$ 312.55	\$ 180.00	-	Retail Contract	54	2	1			2	1		
12	2006	FREIGHTLINER	Class 8 Sleeper Tractor	608,922	Diesel	\$ 11,000.00	\$ 5,049.26	\$ -	\$ 360.00	\$ 180.00	-	Retail Contract	54	2	1			2	1		
13	2008	FREIGHTLINER	Class 8 Sleeper Tractor	585,694	Diesel	\$ 12,000.00	\$ 5,140.00	\$ -	\$ 270.00	\$ 180.00	-	Retail Contract	54	2	1			2	1		
14	2015	FREIGHTLINER	Class 8 Vocational	339,778	Diesel	\$ 69,500.00	\$ 4,087.59	\$ 1,888.56	\$ 9,694.00	\$ 1,050.00	7,169	Retail Contract	6	2	1			1	1		
15	2016	FREIGHTLINER	Vocational	301,774	Diesel	\$ 76,500.00	\$ 7,303.06	\$ -	\$ 2,979.00	\$ 4,249.00	-	Retail Contract	21	2	1			1	1		
16	2015	FREIGHTLINER	Class 8 Vocational	485,560	Diesel	\$ 67,500.00	\$ 4,302.69	\$ 2,304.92	\$ 3,395.00	\$ 3,872.00	13,500	Retail Contract	143	2	1			1	1		
17	2014	FREIGHTLINER	Class 8 Sleeper Tractor	520,970	Diesel	\$ 36,500.00	\$ 3,143.96	\$ 478.17	\$ 1,067.00	\$ 400.00	3,000	Retail Contract	35	2	1			7	1		
18	2014	FREIGHTLINER	Class 8 Sleeper Tractor	579,968	Diesel	\$ 36,500.00	\$ 416.33	\$ 478.17	\$ 6,151.54	\$ 790.00	3,000	Retail Contract	35	2	1			7	1		
19	2014	FREIGHTLINER	Class 8 Sleeper Tractor	532,000	Diesel	\$ 36,500.00	\$ 4,498.60	\$ 478.17	\$ 351.00	\$ 380.00	3,000	Retail Contract	35	2	1			7	1		
20	2015	FREIGHTLINER	Class 8 Sleeper Tractor	423,883	Diesel	\$ 66,000.00	\$ 7,822.43	\$ 2,487.06	\$ 2,561.97	\$ 895.00	-	Retail Contract	11	2	1			7	1		
21	2010	WESTERN STAR	Class 8 Vocational	620,000	Diesel	\$ 59,500.00	\$ 8,151.64	\$ -	\$ 3,661.00	\$ 1,665.00	-	Retail Contract	42	2	1			7	1		
22	2016	WESTERN STAR	Class 8 Vocational	214,609	Diesel	\$ 132,895.00	\$ 6,618.40	\$ -	\$ 1,497.00	\$ 8,135.00	-	Retail Contract	32	2	1			1	1		
23	2016	WESTERN STAR	Class 8 Vocational	200,000	Diesel	\$ 132,895.00	\$ 7,390.85	\$ -	\$ 1,290.00	\$ 8,310.00	-	Retail Contract	32	2	1			1	1		

Makes						
AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Contract		
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel	Finance Lease		GasDiesel
FREIGHTLINER	Class 8 Vocational	Class 8	CNG	Dealer Financed		
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						

CNGHybridElectric

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.