



Group & ID #

Phone # 205-837-8412

Dealership Name Southland Transportation Group

STUDY 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	
<p>NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.</p>							Front End Gross							Certified or Non	Retail or Whole	If wholesaled: To	
	Model Year	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price	( $\text{\$}$ )	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	
	(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)	2 = Non-Certified	2 = Wholesale	3 = Other store				
																	4 = Other
1 T003534	2017	HINO	Class 3/4/5 COE	111,000	Diesel	38,000	3,468		1,981				95	2	2	4	
2 T097795	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	577,000	Diesel	82,500	17,134		1,366				30	2	1	4	
3 T097796	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	516,000	Diesel	87,500	15,145		1,355				30	2	1	4	
4 T158745	2014	VOLVO	Class 8 Sleeper Tractor	680,000	Diesel	41,600	25,975		1,293	8,131			45	2	2	4	
5 T158746	2014	VOLVO	Class 8 Sleeper Tractor	720,000	Diesel	39,900	27,500		850				40	2	2	4	
6 T158747	2014	VOLVO	Class 8 Sleeper Tractor	790,000	Diesel	38,900	25,954		4,145				47	2	2	4	
7 T158748	2014	VOLVO	Class 8 Sleeper Tractor	850,000	Diesel	38,900	21,461		4,000	1,983			50	2	1		
8 T111844	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	216,000	Diesel	57,000	15,852		1,092	550			25	2	1		
9														2	1		
10 T493948	2019	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	385,000	Diesel	98,600	12,386		1,932	150			52	2	1		
11 T652636	2004	FORD	Class 6/7 Conventional	8,000	Diesel	37,000	10,050		450				15	2	2	4	
12 T654612	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	580,000	Diesel	43,100	20,366	602	4,675	3,558	13,000	Retail Contract	65	2	1		
13 T654632	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	520,000	Diesel	36,900	8,648		10,551	700			60	2	1		
14 T654634	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	540,000	Diesel	43,900	19,318		7,931	650			70	2	1		
15 T654636	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	510,000	Diesel	36,900	18,180	478	5,395	4,024	13,000	Retail Contract	68	2	1		
16 T666790	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	410,000	Diesel	79,900	10,713		2,686				58	2	1		
17 T724828	2015	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	560,000	Diesel	55,800	20,576	458	573	650	10,000	Retail Contract	75	2	1		
18 TBD6677	2012	FREIGHTLINER	Class 8 Day Cab Tractor	240,000	Diesel	33,139	9,170		4,321	4,819			25	2	1		
19 TFZ8190	2014	FREIGHTLINER	Class 8 Sleeper Tractor	780,000	Diesel	40,000	2,336		4,412	741			44	2	1		
20 THP3244	2014	FREIGHTLINER	Class 8 Sleeper Tractor	850,000	Diesel	41,600	11,127		846				41	2	1		
21																	
22																	
23																	

Q	R	S	T
	<b>Source of Truck/Bus Sold:</b>		
	1 = Trade from New		<b>Trade-In Upon</b>
	2 = Trade from Used	<b>Franchise</b>	
	3 = Repos		
	4 = Auction Purchase	<b>1 = In-Line</b>	<b>1 = YES</b>
If wholesaled: Enter	5 = Finance Co.		
(\$)	6 = Off Lease	<b>2 = Non-In-Line</b>	<b>2 = NO</b>
	7 = Direct Purchase		
	8 = Dealer Consignment		
Round to nearest dollar	9 = Demo Service	Must enter 1 or 2	Must enter 1 or 2
	10 = OEM USED TK Network		
	Must enter whole numbers 1 to 10		
	7	2	2
	10	1	2
	10	1	2
	1	2	2
	1	2	2
	1	2	2
	1	2	2
	6	1	2
	10	1	2
	7	1	2
	7	2	2
	1	1	2
	1	1	2
	1	1	2
	10	1	2
	7	1	2
	2	2	2
	1	2	2
	1	2	2

Makes	Market Segment		Engine
AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel
FREIGHTLINER	Class 8 Vocational	Class 8	CNG
FORD	Class 8 Specialty/Other	Class 8	Hybrid
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			

If Financed

Retail Contract

Finance Lease

Dealer Financed

Other

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	Model Year	Enter the 4 digit year of Truck/Bus sold.
B	Manufacturer/ Make	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) ( <b>Freightliner, Mack, Western Star</b> ) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s) ( <b>All other brands</b> )
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.