



Group & ID # ATD049

Phone # 203-500-3379

Dealership Name BLACK ROCK TRUCK GROUP

STUDY MONTHS AUGUST

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	
<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&amp;I Income</u>	<u>Recon In-Hous</u>	<u>Recon Sublet</u>	<u>Cash Down</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	JHJN5760	2018	FREIGHTLINER	Class 6/7 Conventional	252,008	Diesel	49,900	5,900	-	-	309	49,900
2	GJ493884	2016	KENWORTH	Class 8 Day Cab Tractor	263,046	Diesel	49,250	3,750	-	-	-	49,250
3	KSKC1295	2019	FREIGHTLINER	Class 8 Sleeper Tractor	506,431	Diesel	96,000	10,000	1,413	144	-	10,000
4	7HZ21619	2007	FREIGHTLINER	Class 6/7 Conventional	250,071	Diesel	32,500	6,500		1,149	-	32,500
5	FLGL2016	2016	FREIGHTLINER	Class 8 Day Cab Tractor	373,415	Diesel	66,605	6,616	900	2,015	-	10,000
6	FSGN3714	2015	FREIGHTLINER	Class 8 Sleeper Tractor	688,028	Diesel	56,900	8,020	100	1,169	-	10,000
7	GDHF2869	2016	FREIGHTLINER	Class 6/7 Conventional	205,046	Diesel	59,900	10,055	204	1,044	-	10,000
8	CSBS9563	2012	FREIGHTLINER	Class 8 Sleeper Tractor	623,557	Diesel	49,734	20,814	-	28,920	-	49,734
9	KHKH9973	2019	FREIGHTLINER	Class 6/7 Conventional	33,450	Diesel	88,659	20,448	-	191	-	-
10	130196	2015	FREIGHTLINER	Class 8 Day Cab Tractor	361,772	Diesel	24,500	9,500	-	6,262	-	-
11	H7001051	2017	GMC / CHEVROLET	Class 3/4/5 Conventional	31,296	Diesel	34,500	29,500	-	1,109	-	-
12	128383	2014	FREIGHTLINER	Class 8 Day Cab Tractor	332,958	Diesel	14,750	2,750	-	3,046	-	-
13	128843	2014	FREIGHTLINER	Class 6/7 Conventional	212,312	Diesel	14,250	4,250	-	1,425	-	-
14	130723	2016	FREIGHTLINER	Class 6/7 Conventional	61,993	Diesel	59,900	6,328	-	72	-	-
15	CH124142	2012	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	117,614	Diesel	19,900	7,755	-	145	-	-
16	126322	2013	FREIGHTLINER	Class 8 Day Cab Tractor	487,843	Diesel	41,609	4,810	-	190	6,609	-
17	131083	2016	FREIGHTLINER	Class 6/7 Conventional	1,461	Diesel	84,500	5,842	-	1,038	871	-
18	130787	2013	FREIGHTLINER	Class 8 Day Cab Tractor	947,898	Diesel	38,500	252	-	1,598	-	2,750
19	128611	2014	FREIGHTLINER	Class 8 Day Cab Tractor	392,019	Diesel	41,500	783	-	1,217	-	-
20	125042	2012	FREIGHTLINER	Class 8 Sleeper Tractor	457,584	Diesel	43,000	27,549	-	13,801	400	500
21	120244	2008	FREIGHTLINER	Class 8 Day Cab Tractor	299,866	Diesel	16,900	3,888	-	812	-	-
22	129029	2014	FREIGHTLINER	Light Duty <10K GVWR	244,832	Diesel	11,000	2,448	-	1,688	110	-
23	130236	2015	FREIGHTLINER	Class 6/7 Conventional	81,859	Diesel	57,500	6,039	-	381	80	5,000

L	M	N	O	P	Q	R	S	T
						<b>Source of Truck/Bus Sold:</b>		
		<b>Certified or Non-Certified</b>	<b>Retail or Wholesale</b>	<b>If wholesaled: To Wholesaler</b>		1 = Trade from New	<b>Franchise</b>	<b>Trade-In Upon</b>
				<b>1 = Wholesaler</b>		2 = Trade from Used		
						3 = Repos		
<b>IF Financed</b>	<b>Days in Stock</b>	<b>1 = Certified</b>	<b>1 = Retail</b>	<b>2 = Auction</b>	<b>If wholesaled: Enter (\$)</b>	4 = Auction Purchase	<b>1 = In-Line</b>	<b>1 = YES</b>
		<b>2 = Non-Certified</b>	<b>2 = Wholesale</b>	<b>3 = Other store</b>		5 = Finance Co.		
						6 = Off Lease	<b>2 = Non-In-Line</b>	<b>2 = NO</b>
				<b>4 = Other</b>		7 = Direct Purchase		
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	Must enter 1 or 2	Must enter 1 or 2
						9 = Demo Service		
						10 = OEM USED TK Network		
						Must enter whole numbers 1 to 10		
	1	2	1			8	1	2
	1	2	1			7	2	2
Retail Contract	1	2	1			7	1	2
	1	2	1			8	1	2
Retail Contract	1	2	1			7	1	2
Retail Contract	1	2	1			7	1	2
Retail Contract	1	2	1			7	1	2
	91	2	1			7	1	2
	6	2	1			8	1	2
	782	2	1			1	1	2
	223	2	1			7	2	2
	628	2	1			1	1	2
	105	2	1			1	1	2
	8	2	1			1	1	2
	6	2	1			1	2	2
	39	2	1			1	1	2
	39	2	1			1	1	2
	312	2	1			1	1	2
	196	2	1			1	1	2
	1,357	2	1			1	1	2
	1	2	1			7	1	2
	255	2	1			7	1	2
	87	2	1			1	1	2

**Makes**

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Cont
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  
anced

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) ( <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.