

the uta Pipeline

by Terry Williams

We can never receive enough used truck sales reports. The more we get the better our ability to put a value on units. The better our ability to value a unit, the better your ability to make a profit. The OEMs and some independents have been reporting used truck sales for years. But there is a significant gap in the information flow.

The majority of independents do not report their sales. I would like to see more of the independents reporting. Therefore, The Truck Blue Book is making available our handy-dandy Used Truck Sales Report. It is a very simple spreadsheet. All you do is fill in the blanks and send it back to me.

Yes! It is that simple. For those of you new to the business, here is a graphic showing you what you will see in the spreadsheet and what sort of information is needed in order to value the vehicle properly.

Email me at twilliams@truckbluebook.com and I will send you the spreadsheet. ■

The Truck Blue Book Used Truck Sales Report

Fill out the most current information for: **Retail Period:** 2nd Quarter **Submitting Dealership:** Used Truck Dealer
City: Kansas City **State:** Missouri **Phone:** 800-555-3366 **OEM Representation:** None

Spreadsheet Field	Truck Specs	Explanation of Specs
QTY	3	This is the quantity of trucks with the exact same specs as listed in the fields to the right
YR	2001	Year
MAKE	Sterling	Make
MODEL	A9513	Model
SLPR	No	Whether or not the vehicle or vehicles in the group are sleepers
ENGINE	CAT	Engine Manufacturer
HP	365	Horsepower
ENGINE BRAKE	Yes	If brakes are Engine brakes
TRANS	Fuller RT11709	Manufacturer and type of transmission
SUSP	Hendrickson Air Ride	Manufacturer and type of suspension
MILES	687,255	Actual mileage
WHEELS	2 steel 8 aluminum	Quantity of aluminum and steel wheels on vehicle
CONDITION	5	Rating from 1 to 10. 1 = It goes down the road. 10 = Primo condition
NET SALE \$	\$45,050	What the dealer actually sold the truck for without over-allowance or incentives
RETAIL/ WHOLESALE/ AUCTION	Retail	Was the truck sold at retail, auction or wholesaled
LOCATION	Used Truck Dealer, Kansas City, MO	City, State and name of company or auction where sold
COMMENTS/ EXTRAS	Body is excellent. Interior needs major cleaning, but otherwise good	You may note body type and condition, or anything else that will help in setting a value on unit