



Group &amp; ID #

Phone #

Dealership Name

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	Q	R	S
	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 Stc	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Enter (\$)	4 = Auction Purchase	1 = In-Line
	(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	Must enter 1 or 2				
1	UT17958	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	205,136	Diesel	68,125	8,238		3,012	-	68,125	46	2	1			7	1
2	UT17969	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	544,000	Diesel	19,825	-		-	-	19,825	7	2	2	3		7	1
3	UT46906	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	180,250	Diesel	57,035	(3,012)		10,412	13,000	57,035	217	2	1			6	1
4	UT46919	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	195,582		49,675	17,937		1,225	2,250	-	Finance Lease	89	2	1		6	1
5	UT46920	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	167,258		90,837	24,587		3,423	394	-	Dealer Financed	79	2	1		6	1
6	UT17941	2021	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	337,993	Diesel	72,125	2,999		7,251	2,500	72,125	93	2	1			7	1
7	UT17942	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	205,863	Diesel	42,125	2,416		719	7,035	100	-	Dealer Financed	79	2	1	7	1
8	UT27316	2019	VOLVO	Class 6/7 Conventional	568,983	Diesel	22,625	2,482		925	89	22,625	47	2	1			1	2
9	UT46911	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	85,744	Diesel	78,437	20,900		865	23,547	78,437	115	2	1			6	1
10	UT46912	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	152,875	Diesel	54,623	12,947		10,543	-	55,307	89	2	1			6	1
11	UT46916	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	200,721	Diesel	27,500	7,195		-	180	27,500	72	2	1			6	1
12	UT46917	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	274,947	Diesel	14,957	1,058		640	-	14,957	70	2	1			6	1
13	UTC1380	2001	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	85,751	Diesel	10,000	2,875		-	-	10,000	6	2	2	4		8	1
14	UT17923	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	154,765	Diesel	51,125	(5,827)		7,827	100	51,125	138	2	1			7	1
15	UT17928	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	290,836	Diesel	70,000	(3,027)		4,068	344	70,000	98	2	2	1			1
16	UT17929	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	288,053	Diesel	70,000	(18,170)		5,045	-	70,000	98	2	2	1			7
17	UT17933	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	262,797	Diesel	70,000	(3,132)		4,113	930	70,000	98	2	2	1			7
18	UT17939	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	200,948	Diesel	44,861	4,728		528	3,031	-	Dealer Financed	71	2	1			7
19	UT17943	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	219,218	Diesel	47,625	14,341		1,860	-	47,625	36	2	1			7	
20	UT17946	2015	FORD	Class 6/7 Conventional	245,969	Diesel	4,750	388		-	-	4,750	23	2	2	1		7	
21	UT17947	2013	FORD	Class 6/7 Conventional	274,169	Diesel	4,250	(88)		-	-	4,250	23	2	2	1		7	
22	UT17948	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	110,000	Diesel	217,125	20,603		5,948	7,497	2,900	21,792	Retail Contract	13	2	1	1	1
23	UT27317	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	480,588	Diesel	20,500	3,727		-	148	-	20,500	26	2	2	1	2	1
24	UT27318	2013	FORD	Class 6/7 Conventional		Diesel	7,000	525		-	-	7,000	24	2	2	1		6	
25	UT46913	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	215,021	Diesel	36,000	12,382		453	4,040	36,000	74	2	1			8	
26	UTC1381	2010	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	1,093,075	Diesel	6,500	1,125		-	-	6,500	13	2	2	4		7	
27	UT17924	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	157,212	Diesel	51,625	1,721		7,429	100	51,625	122	2	1			7	
28	UT17935	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	6,813		121,969	12,105		5,489	3,500	121,969	66	2	1			7	
29	UT17936	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	28,670		127,025	17,875		3,022	-	127,025	63	2	1			7	
30	UT17937	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	10,503		135,025	9,720		4,680	3,500	135,025	66	2	1			7	
31	UT17940	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	372,575	Diesel	34,250	2,075		2,300	1,000	34,250	23	2	2			7	
32	UT17944	2002	OTHER TRUCK	Class 6/7 Conventional		Diesel	6,000	875		-	-	6,000	12	2	2	4		7	
33	UT17945	2003	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	2,500	(525)		-	-	2,500	3	2	2	4		7	
34	UT46910	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	156,103	Diesel	56,025	15,237		14,063	-	56,025	59	2	1			6	
35	UT46914	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	96,249	Diesel	70,025	28,841		6,248	-	70,025	19	2	1			6	
36	UT17905	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	366,605	Diesel	49,125	2,203		5,994	1,943	49,000	134	2	1			7	
37	UT17934	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	177,011	Diesel	64,625	15,269		2,876	1,553	64,625	2	2	1			7	
38	UT46907	2017	INTERNATIONAL NAVISTAR	Class 6/7 Specialty/Other	132,567	Diesel	59,625	19,059		3,519	5,492	-	Dealer Financed	64	2	1		6	
39	UT17870	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	171,000	Diesel	138,475	(18,894)		-	17,937	26,000	138,475	521	2	1		7	
40	UT17921	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	108,918	Diesel	83,025	2,112		2,994	100	-	10,547	89	2	1		7	
41	UT17938	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	21,682		135,025	17,820		-	6,580	6,500	135,025	32	2	1		7	
42	UT17930	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	284,920	Diesel	100,125	20,047		3,116	-	10,000	Dealer Financed	21	2	1		7	
43	UT17926	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	204,869	Diesel	50,025	13,765		-	1,550	50,025	34	2	1			7	
44	UT17927	2021	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	289,449	Diesel	92,125	20,312		-	5,113	75	92,125	26	2	1		7	
45	UT27308	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	131,196	Diesel	11,500	-		-	3,267	-	11,500	30	2	2	1	1	
46	UT27309	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	264,008	Diesel	11,500	-		-	3,180	-	11,500	30	2	2	1	2	
47	UT17917	2023	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	145,025	4,062		-	7,758	-	145,025	57	2	2		7	
48	UT17918	2023	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	145,025	5,604		-	8,308	-	145,025	57	2	1		7	
49	UT17922	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	177,425	Diesel	61,115	7,888		-	12,110	-	61,115	67	2	1		7	
50	UT27925	2018	SUZU	Class 6/7 Conventional	101,486	Gas	48,625	15,948		-	9,952	-	70,025	9	2	1		7	
51	UT27306	2015	FREIGHTLINER	Class 6/7 Conventional	380,000	Diesel	20,000	13,990		1,593	10	-	4,000	Dealer Financed	59	2	2	1	
52	UT27307	2016	FREIGHTLINER	Class 6/7 Conventional	476,918	Diesel	18,000	-		-	3,227	-	18,000	59	2	2	1	1	
53	UT27312	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	559,000	Diesel	16,000	(425)		-	-	16,000	35	2	2	1		1	
54	UT27313	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	583,737	Diesel	23,000	(275)		-	-	23,000	35	2	2	1		1	
55	UT27314	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	565,383	Diesel	23,000	(882)		607	-	23,000	35	2	2	1		1	
56	UT46904	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	214,873	Diesel	63,281	13,990		1,593	10	-	4,000	Dealer Financed	49	2	1	6	
57	UT46908	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	67,961	Diesel	69,730	28,932		-	5,172	-	69,730	31	2	1		6	
58	UT46909	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	165,339	Diesel	54,154	8,087		1,579	4,000	16,200	54,415	Dealer Financed	38	2	1	6	
59	UTC1376	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	241,217	Diesel	32,025	3,696		3,520	1,560	-	Dealer Financed	28	2	1	8		
60	UT17915	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	178,628	Diesel	70,025	15,430		-	6,245	-	70,025	41	2	1		7	
61	UT17919	2007	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	1,128,000	Diesel	5,100	(525)		-	-	5,100	23	2	2	1		7	
62	UT17920	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	166,669	Diesel	132,000	10,635		-	2,979	-	132,000	35	2	1		7	
63	UT27310	2018	KENWORTH	Class 6/7 Conventional	517,421	Diesel	26,000	108		-	1,467	-	26,000	23	2	2	1	800	
64	UT27311	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	403,218	Diesel	16,000	(425)		-	-	16,000	13	2					





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STOCK/VIN	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S		
	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 Stc	Certified or Non	Retail or Whole	If wholesaled: To	If wholesaled: Ente	Source of Truck/Bus Sold:			
							(\$)											1 = Wholesaler	1 = Trade from New	2 = Trade from Used	Franchise
							(\$)											1 = Certified	1 = Retail	2 = Auction	4 = Auction Purchase
(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	10 = OEM USED TK Network	Must enter 1 or 2						
73	UT46892	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	125,025	16,469	-	15,430	22,000	125,025		123	2	1		6	1		
74	UT46896	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	367,240	Diesel	62,025	2,837	4,408	3,295	-	5,000	Retail Contract	91	2	1		6	1		
75	UT46900	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	8,896	Diesel	95,025	18,571	-	5,382	9,800	95,025		65	2	1		6	1		
76	UT46903	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	186,701	Diesel	54,735	17,172	-	4,937	-	54,735		13	2	1		6	1		
77	UT46905	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	217,967	Diesel	64,765	18,080	4,619	4,559	-	10,000	Retail Contract	10	2	1		6	1		
78	UT17894	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	150,004	Diesel	210,025	28,374	-	37,204	1,700	210,025		79	2	1		7	1		
79	UT17895	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	126,960	Diesel	121,551	28,353	9,700	12,072	-	25,000	Retail Contract	71	2	1		7	1		
80	UT17897	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	120,999	Diesel	121,125	33,233	10,465	6,766	-	25,000	Retail Contract	71	2	1		7	1		
81	UT17899	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	198,601	Diesel	58,225	17,677	1,130	9,693	-	25,000	Dealer Financed	28	2	1		7	1		
82	UT17900	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	170,125	15,836	13,529	2,913	-	25,000	Retail Contract	22	2	1		7	1		
83	UT17901	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	170,125	14,788	13,529	3,961	-	25,000	Retail Contract	22	2	1		7	1		
84	UT17903	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	149,498	Diesel	133,125	10,346	-	953	-	133,125		377	2	1		7	1		
85	UT17904	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	170,910	Diesel	133,125	9,789	-	1,510	-	133,125		12	2	1		7	1		
86	UT17906	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	834,000	Diesel	23,500	2,200	-	-	-	23,500		14	2	2	1	1,175	7	1	
87	UT17907	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	858,000	Diesel	22,500	2,200	\$	-	-	22,500		14	2	2	1	1,125	7	1	
88	UT17908	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	808,000	Diesel	23,500	2,200	-	-	-	23,500		14	2	2	1	1,175	7	1	
89	UT17909	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	931,000	Diesel	22,500	642	-	608	-	22,500		14	2	2	1	1,125	7	1	
90	UT17910	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	937,000	Diesel	22,500	1,250	-	-	-	22,500		14	2	2	1	1,125	7	1	
91	UT17911	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	825,000	Diesel	23,500	2,200	-	-	-	23,500		14	2	2	1	1,175	7	1	
92	UT17912	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	149,649	Diesel	133,125	10,326	-	973	-	133,125		12	2	1		7	1		
93	UT27268	2018	VOLVO	Class 6/7 Conventional	570,662	Diesel	45,025	(12,351)	1,373	5,376	-	15,000	Retail Contract	191	2	1		2	2		
94	UT27278	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	426,321	Diesel	46,125	(5,704)	-	8,829	-	46,125		181	2	1		1	1		
95	UT27279	2018	VOLVO	Class 6/7 Conventional	560,050	Diesel	35,000	(18,054)	-	2,054	-	35,000		181	2	2	1	1	2		
96	UT27283	2018	VOLVO	Class 6/7 Conventional	584,161	Diesel	21,000	(21,622)	-	1,497	4,250	21,000		104	2	2	1	1,050	2	2	
97	UT46888	2017	FORD	Class 6/7 Conventional	94,000	Diesel	73,125	11,369	-	1,497	18,389	73,125		92	2	1		6	2		
98	UT46901	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	555,516	Diesel	54,575	6,488	930	3,580	-	10,000	Retail Contract	6	2	1		6	1		
99	UT17847	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	255,656	Diesel	59,285	10,394	763	13,956	-	59,285		428	2	1		7	1		
100	UT17858	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	369,421	Diesel	65,525	(8,252)	2,070	19,175	-	5,000	Retail Contract	399	2	1		7	1		
101	UT17886	2013	FORD	Class 6/7 Conventional	158,535	Diesel	66,125	6,326	-	22,658	19,000	66,125		218	2	1		7	2		
102	UT17896	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	184,354	Diesel	150,025	24,210	-	24,210	18,089	150,025		44	2	1		7	1		
103	UT17898	2022	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	159,592	Diesel	135,125	11,827	-	7,980	-	135,125		5	2	1		7	1		
104	UT27293	2017	VOLVO	Class 6/7 Conventional	635,572	Diesel	22,500	(971)	-	1,313	-	22,500		53	2	2	1	1,125	1	2	
106	UT27297	2012	VOLVO	Class 6/7 Conventional	541,109	Diesel	12,000	705	-	1,570	-	12,000		49	2	2	1	600	1	2	
107	UT27300	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	668,132	Diesel	20,000	4,710	-	165	-	20,000		29	2	2	1	1,000	1	1	
108	UT27301	2017	VOLVO	Class 6/7 Conventional	658,711	Diesel	30,000	7,134	-	1,740	-	30,000		41	2	2	1	1	2	2	
109	UT27302	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	562,566	Diesel	20,000	(3,370)	-	246	-	20,000		26	2	2	1	1,000	1	1	
110	UT27303	2018	KENWORTH	Class 6/7 Conventional	295,274	Diesel	35,000	16,029	-	1,095	-	35,000		19	2	2	1	1,750	1	2	
111	UT27304	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	873,895	Diesel	22,500	2,250	-	-	-	22,500		6	2	2	1	1,125	1	1	
112	UT27305	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	915,423	Diesel	22,500	4,250	-	-	-	22,500		6	2	2	1	1,125	1	1	
113	UT46895	2019	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	122,008	Diesel	91,940	20,688	-	4,775	-	91,939		51	2	1		6	1	1	
114	UT46897	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	234,887	Diesel	45,125	6,851	-	9,535	-	45,125		35	2	1		6	1	1	
115	UT46899	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	119,000	Diesel		50,000		2,356		50,000		22	2	1		6	1	1	
116																					



**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				

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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 = Reposs 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.