



Group & ID #
Phone # 630.279.0600

Dealership Name
STUDY MONTHS TransChicago Truck Group

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
							Front End Gross				
	<u>Year</u>	<u>Manufacturer</u>	<u>Market Segment</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</u>	(\$)	<u>F&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	HM084657	2017	MACK	Class 8 Day Cab Tractor	447,133	Diesel	27,533	(7,467)	-		27,533
2	LSME7623	2020	FREIGHTLINER	Class 8 Sleeper Tractor	427,119	Diesel	35,000	9,489	-		35,000
3	KSKF8786	2019	FREIGHTLINER	Class 8 Sleeper Tractor	684,991	Diesel	25,400	9,650	-		25,400
4	LSLH2372	2020	FREIGHTLINER	Class 8 Sleeper Tractor	472,097	Diesel	54,485	5,487	830		12,945
5	NSNB6001	2022	FREIGHTLINER	Class 8 Sleeper Tractor	257,054	Diesel	96,400	11,250	-		-
6	LSTM9478	2020	FREIGHTLINER	Class 8 Sleeper Tractor	434,999	Diesel	57,485	11,971	1,500		-
7	LSLH2728	2020	FREIGHTLINER	Class 8 Sleeper Tractor	587,477	Diesel	48,000	11,465	1,200		3,745
8	LSLH2268	2020	FREIGHTLINER	Class 8 Sleeper Tractor	500,046	Diesel	53,685	11,834	697		15,000
9	LSLR2933	2020	FREIGHTLINER	Class 8 Sleeper Tractor	525,614	Diesel	50,000	11,001	-		-
10	LSTM9393	2020	FREIGHTLINER	Class 8 Sleeper Tractor	446,246	Diesel	53,000	15,203	-		9,715
11	LSLK1425	2020	FREIGHTLINER	Class 8 Sleeper Tractor	507,105	Diesel	50,970	4,624	-		9,385
12	LSLL1689	2020	FREIGHTLINER	Class 8 Sleeper Tractor	496,223	Diesel	51,000	5,304	500		10,000
13	MSMZ6617	2021	FREIGHTLINER	Class 8 Sleeper Tractor	377,710	Diesel	72,900	10,486	500		10,000
14	LSTM9498	2020	FREIGHTLINER	Class 8 Sleeper Tractor	436,216	Diesel	59,250	13,468	150		10,000
15	MSMG9310	2021	FREIGHTLINER	Class 8 Sleeper Tractor	434,795	Diesel	67,900	15,629	500		10,000
16	LSLK1603	2020	FREIGHTLINER	Class 8 Sleeper Tractor	499,437	Diesel	55,545	10,917	-		-
17	LSLH2985	2020	FREIGHTLINER	Class 8 Sleeper Tractor	613,287	Diesel	39,900	7,271	323		7,086
18	LSLH2232	2020	FREIGHTLINER	Class 8 Sleeper Tractor	554,740	Diesel	47,500	10,206	900		18,983
19	LSLH2230	2020	FREIGHTLINER	Class 8 Sleeper Tractor	517,266	Diesel	52,900	6,144	1,110		17,562
20	LSLH2336	2020	FREIGHTLINER	Class 8 Sleeper Tractor	523,841	Diesel	53,900	10,391	-		-
21	MSMU3600	2021	FREIGHTLINER	Class 8 Sleeper Tractor	416,360	Diesel	61,000	4,441	634		4,000
22	LSLH2479	2020	FREIGHTLINER	Class 8 Sleeper Tractor	522,327	Diesel	50,200	6,351	-		-
23	LSLH2266	2020	FREIGHTLINER	Class 8 Sleeper Tractor	436,896	Diesel	58,275	4,692	-		-

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non-Certified	Retail or Wholesale	If wholesaled: To		1 = Trade from New		Trade-In Upon
				1 = Wholesaler		2 = Trade from Used	Franchise	
						3 = Repos		
IF Financed	Days in Stock	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Enter	4 = Auction Purchase	1 = In-Line	1 = YES
						5 = Finance Co.		
		2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	6 = Off Lease	2 = Non-In-Line	2 = NO
						7 = Direct Purchase		
				4 = Other		8 = Dealer Consignment		
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
						10 = OEM USED TK Network		
						Must enter whole numbers 1 to 10		
Other	0	1	1			7	2	2
Other	0	1	1			1	1	2
Other	0	1	1			1	1	2
Retail Contract	109	1	1			7	1	2
Retail Contract	139	1	1			7	1	2
Retail Contract	199	1	1			7	1	2
Retail Contract	109	1	1			7	1	2
Retail Contract	109	1	1			7	1	2
Other	238	1	1			6	1	2
Retail Contract	279	1	1			7	1	2
Retail Contract	127	1	1			7	1	2
Retail Contract	324	1	1			6	1	2
Retail Contract	114	1	1			7	1	2
Retail Contract	199	1	1			7	1	2
Retail Contract	137	1	1			5	1	2
Other	278	1	1			7	1	2
Retail Contract	109	1	1			7	1	2
Retail Contract	109	1	1			7	1	2
Retail Contract	88	1	1			7	1	2
Other	109	1	1			7	1	2
Retail Contract	139	1	1			7	1	2
Other	109	1	1			7	1	2
Retail Contract	109	1	1			7	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				

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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) (Freightliner, Mack, Western Star) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s) (All other brands)
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.