



Group & ID # ATD 051

Phone # 651-335-1156

Dealership Name May-Aug

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	
<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&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	5810	2020	KENWORTH	Class 8 Sleeper Tractor	425,575	Diesel	89,898	15,442	-	8,958	-	500
2	5798	2014	KENWORTH	Class 6/7 Conventional	161,323	Diesel	59,900	15,042	-	3,658	1,454	-
3	5753C	2022	KENWORTH	Class 8 Day Cab Tractor	177,810	Diesel	115,500	7,380	-	3,679	1,750	-
4	5754C	2022	KENWORTH	Class 8 Day Cab Tractor	181,311	Diesel	114,900	12,754	-	6,263	1,750	500
5	5817	2007	FREIGHTLINER	Class 6/7 Conventional	242,209	Diesel	14,000	1,517	-	11,667	-	-
6	5815	2018	KENWORTH	Class 8 Day Cab Tractor	377,201	Diesel	59,900	15,257	-	1,393	1,750	500
7	5730C	2022	KENWORTH	Class 8 Day Cab Tractor	118,900	Diesel	110,000	10,412	-	3,716	1,750	-
8	5545	2020	KENWORTH	Class 8 Day Cab Tractor	392,093	Diesel	79,900	(9,963)	2,185	7,024	2,883	500
9	5565	2005	KENWORTH	Class 6/7 Conventional	519,028	Diesel	10,800	(2,708)	-	5,582	1,000	500
10	5598	2019	KENWORTH	Class 6/7 Conventional	266,011	Diesel	32,900	6,447	-	478	725	-
11	5711	1999	KENWORTH	Class 8 Sleeper Tractor	627,455	Diesel	59,800	800	-	-	-	-
12	5726W	2022	PETERBILT	Class 8 Day Cab Tractor	201,787	Diesel	69,900	8,352	2,104	866	1,993	-
13	5812	2022	KENWORTH	Class 8 Day Cab Tractor	270,014	Diesel	112,000	6,490	-	9,285	1,750	-
14	5452	2018	KENWORTH	Class 8 Day Cab Tractor	438,766	Diesel	56,398	(3,640)	-	5,998	7,086	500
15	5830W	2019	KENWORTH	Class 8 Sleeper Tractor	242,700	Diesel	219,000	10,975	-	-	-	500
16	5646W	2019	KENWORTH	Class 8 Day Cab Tractor	192,092	Diesel	67,900	1,187	-	7,955	-	500
17	5814	2019	FREIGHTLINER	Class 8 Sleeper Tractor	627,553	Diesel	22,500	-	-	-	-	-
18	5826W	2020	KENWORTH	Class 8 Sleeper Tractor	188,059	Diesel	229,900	13,255	4,600	663	-	500
19	5813	2016	KENWORTH	Class 8 Sleeper Tractor	411,981	Diesel	62,900	12,609	1,262	6,641	1,750	500
20	5395	2020	KENWORTH	Class 8 Day Cab Tractor	449,431	Diesel	50,000	(2,655)	-	3,830	4,106	500
21	5527	2019	KENWORTH	Class 8 Day Cab Tractor	511,922	Diesel	49,900	(4,357)	-	7,818	4,106	-
22	5390	2016	VOLVO	Class 8 Sleeper Tractor	886,720	Diesel	24,170	(17,249)	-	1,319	1,750	-
23	5393	2020	KENWORTH	Class 8 Day Cab Tractor	365,909	Diesel	37,000	(24,224)	-	4,449	1,750	-

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New		Trade-In Upon
				1 = Wholesaler		2 = Trade from Used	Franchise	
						3 = Repos		
IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	4 = Auction Purchase	1 = In-Line	1 = YES
		2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.		
						6 = Off Lease	2 = Non-In-Line	2 = NO
				4 = Other		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		
Other	21	2	1			7	1	2
	28	2	1			7	1	2
	77	2	1			7	1	1
	69	2	1			7	1	2
	27	2	1			2	2	2
	36	2	1			1	1	2
	110	2	1			7	1	2
Retail Contract	335	2	1			7	1	2
	288	2	1			7	1	2
	266	2	1			1	1	2
	133	2	1			1	1	2
Retail Contract	139	2	1			8	2	2
	42	2	1			1	1	2
	28	2	1			1	1	2
	18	2	1			8	1	2
	184	2	1			8	1	2
	23	2	2	3		2	2	2
Finance Lease	18	2	1			8	1	2
Finance Lease	46	2	1			1	1	2
	328	2	1			1	1	2
	381	2	1			1	1	2
	507	2	2	2		6	2	2
	507	2	2	2		1	1	2

Makes

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Coni
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel	Finance Le
FREIGHTLINER	Class 8 Vocational	Class 8	CNG	Dealer Fini
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.