

		Group & ID # Phone #				CLICK COLUMN HEADERS FOR INSTRUCTIONS		Used truck/ ALL COLUMN RE	
Dealership Name									
STUDY MONTHS									
NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.	STOCK/VIN	A	B	C	D	E	F	G	H
								Front End Gross	
		Year	Manufacturer	Market Segment	Odometer	Engine Type	Selling Price	(\$)	F&I Income
							(\$)		(\$)
								(After Recon, include Hard Pack, NOT Soft Pack DO NOT include F&I income)	
		(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		Round to nearest dollar
1	DU0275	2000	MACK	Class 8 Vocational	821,352	Diesel	21,000	4,250	-
2	DU0276	1999	MACK	Class 8 Vocational	993,754	Diesel	35,000	3,800	
3	DU0237	1999	MACK	Class 8 Vocational	525,853	Diesel	25,000	3,790	
4	VU1185	1989	MACK	Class 8 Vocational	533,893	Diesel	15,000	5,250	
5	VU1186	1989	MACK	Class 8 Vocational	521,274	Diesel	15,000	5,250	
6	TU1773	1996	INTERNATIONAL NAVIS	Class 6/7 Conventional	505,663	Diesel	6,750	2,300	
7	TU1761	2004	MACK	Class 8 Vocational	1,121,867	Diesel	40,000	6,500	1,175
8	TU1749	2013	MACK	Class 8 Vocational	229,074	Diesel	75,000	8,285	2,600
9	CU3344	1998	MACK	Class 8 Vocational	441,472	Diesel	34,000	5,750	
10	CU3343	2007	MACK	Class 8 Vocational	320,760	Diesel	72,500	7,700	1,850
11	HU1331	2016	VOLVO	Class 8 Sleeper Tractor	207,844	Diesel	67,500	8,300	1,250
12	HU1285	2012	MACK	Class 8 Day Cab Tractor	474,721	Diesel	32,000	4,800	
13	TU1742	2012	MACK	Class 8 Sleeper Tractor	229,074	Diesel	39,950	6,300	875
14	HU1245	2014	HINO	Class 6/7 Conventional	124,805	Diesel	48,000	8,500	905
15	HU1325	2019	HINO	Class 3/4/5 COE	8,114	Diesel	52,178	1,200	
16	HU1326	2019	HINO	Class 3/4/5 COE	27,904	Diesel	52,178	1,200	

Bus Special Study
NS A THRU T ARE
EQUIRED

I	J	K	L	M	N	O	P	Q	R
									Source of Truck/Bus Sold:
					Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New
							1 = Wholesaler		2 = Trade from Used
									3 = Repos
Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	4 = Auction Purchase
(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.
									6 = Off Lease
							4 = Other		7 = Direct Purchase
Round to nearest dollar	Round to nearest dollar	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	8 = Dealer Consignment
									9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
875		21,000		20	2	1			2
1,535	275	35,000		17	2	1			1
1,825	625	25,000		279	2	1			2
		15,000		17	2	1			1
		15,000		17	2	1			1
225		6,750		5	2	1			1
3,350	750	-	Retail Contract	14	2	1			1
1,150	550	15,000	Retail Contract	87	2	1			1
925		34,000		12	2	1			1
2,235	650	15,000		15	2	1			1
975	225	10,000	Retail Contract	28	1	1			1
2,800		32,000		109	2	1			4
850	300	5,000	Retail Contract	104	2	1			2
1,150	300	6,000	Retail Contract	206	2	1			9
		52,178		46	1	1			9
		52,178		46	1	1			9

S	T
<u>Franchise</u>	<u>Trade-In Upon</u>
1 = In-Line	1 = YES
2 = Non-In-Line	2 = NO
Must enter 1 or 2	Must enter 1 or 2
1	1
1	2
1	2
1	2
1	2
2	2
1	2
1	1
1	2
1	2
1	1
1	1
1	2
1	2
1	2
1	2

		Group & ID # Phone #			CLICK COLUMN HEADERS FOR INSTRUCTIONS		Used truck/ ALL COLUMN RE		
alership Name TUDY MONTHS									
STOCK/VIN NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.	A	B	C	D	E	F	G	H	
							Front End Gross		
	Year	Manufacturer	Market Segment	Odometer	Engine Type	Selling Price	(\$)	F&I Income	
						(\$)		(\$)	
							(After Recon, include Hard Pack, NOT Soft Pack DO NOT include F&I income)		
	(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		Round to nearest dollar	
17	HU1330	2017	MACK	Class 8 Vocational	83,742	Diesel	149,625	12,500	1,850
18	TU1760	2011	INTERNATIONAL NAVIS	Class 6/7 Conventional	180,956	Diesel	10,000	2,000	
19	TU1662	2010	VOLVO	Class 8 Vocational	204,653	Diesel	86,000	9,500	2,666
20	TU1755	2009	GMC / CHEVROLET	Class 6/7 Conventional	242,116	Diesel	4,000	850	
21	TU1730	2011	ISUZU	Class 3/4/5 COE	151,578	Diesel	2,500	725	
22	HU1315	2012	ISUZU	Class 3/4/5 COE	143,158	Diesel	29,000	5,900	940
23	HU1265	2014	ISUZU	Class 3/4/5 COE	167,179	Diesel	31,600	6,800	644

Bus Special Study
NS A THRU T ARE
EQUIRED

I	J	K	L	M	N	O	P	Q	R
									Source of Truck/Bus Sold:
					Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New
							1 = Wholesaler		2 = Trade from Used
									3 = Repos
Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	4 = Auction Purchase
(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.
									6 = Off Lease
							4 = Other		7 = Direct Purchase
Round to nearest dollar	Round to nearest dollar	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	8 = Dealer Consignment
									9 = Demo Service
									10 = OEM USED TK Network
									Must enter whole numbers 1 to 10
2,100	550	20,000	Retail Contract	40	1	1			7
725		10,000		35	2	1			2
4,200	1,600		Retail Contract	312	1	1			1
		4,000		73	2	1			2
		2,500		168	2	1			2
2,700	300	5,000	Retail Contract	27	2	1			1
1,200	625		Retail Contract	142	2	1			1

S	T
<u>Franchise</u>	<u>Trade-In Upon</u>
1 = In-Line	1 = YES
2 = Non-In-Line	2 = NO
Must enter 1 or 2	Must enter 1 or 2
1	2
2	2
1	2
1	2
1	2
1	2
1	2

Makes				
AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Con
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

columns

	Stock/VIN
A	Year
B	Manufacturer
C	Market Segment
D	Odometer
E	Engine Type
F	Selling Price
G	Front End Gross
H	F&I Income
I	Reconditioning In-House
J	Reconditioning Sublet
K	Cash Down

L	IF Financed
M	Days In Stock
N	Certified or Non-Certified
O	Retail or Wholesale
P	IF Wholesaled sold to whom?
Q	IF Wholesaled Fees
R	Source of Truck/Bus Sold
S	In-Line or Non In-Line
T	Trade-In Upon Sale

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.

Not Required, but may help for easier tracking

Enter the 4 digit year of Truck/Bus sold.

MUST select from the drop-down list for Truck/Bus Manufacturer.

MUST select from the drop-down list for Truck/Bus Market Segment.

Enter the Truck/Bus mileage at the time of sale.

MUST select from the drop-down list for Engine Type:

Gas
Diesel
CNG
Hybrid
Electric

Selling price of the unit sold for retail or wholesale (ROUND TO NEAREST DOLLAR; no pennies). Selling price should reflect "what you actually received" for the unit sold 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 allowance and the cost of the trade-in unit 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 \$2,000, and the cost of the trade-in unit was \$8,000, resulting in an over allowance of \$2,000. The true selling price is calculated by subtracting \$2,000 from the original selling price of \$20,000. The true selling price should be \$18,000.

Selling price minus the cost of the Truck/Bus including reconditioning. Include hard pack (accounting pack) only, NO SOFT PACK. The hard pack is the gross profit added to the ACV in which the salesperson does not earn a commission. A hard pack is non-commissionable gross profit for the unit sold. The soft pack is the gross profit added to the ACV in which the salesperson earns a commission. A soft pack is commissionable gross profit for the unit sold. Do not include any soft packs on the gross profit. (ROUND TO NEAREST DOLLAR; no pennies).

The gross profit from any product or service sold through the F&I department. (ROUND TO NEAREST DOLLAR; no pennies).

Reconditioning dollars expended "In-House" (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).

Reconditioning dollars contracted through an outside source (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).

Cash amount paid at time of sale. (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)

MUST select from the drop-down list for:

Retail Contract
Finance Lease
Dealer Financed
Other

The number of days the Truck/Bus was in inventory prior to sale. MINIMUM should be 1, NO ZEROS.

ENTER 1 for Certified = OEM certification, aftermarket certification, in-house certification
OR
ENTER 2 for Non-Certified

ENTER 1 = Retail
OR
ENTER 2 = Wholesale

ENTER 1 = Wholesaler
OR
ENTER 2 = Auction
OR
ENTER 3 = one of your other stores
OR
ENTER 4 = Other

Enter Wholesale Fees (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)

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

ENTER 1 for In-Line = aligns with your new Truck/Bus franchise(s)
OR
ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s)

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.
