



Group & ID # Tilley	
Dealership Name	Phone # 615-504-0042
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	
NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.							Front End Gross	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	If wholesaled: To 1 = Wholesaler	
	Model Year	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price	(\$)	(\$)	(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	2 = Auction	
	(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	3 = Other store				
																	4 = Other
																	Must enter 1, 2, 3 or 4
1 6990976	2019	MACK	Class 8 Vocational	40,167	Diesel	\$172,200.00	\$11,773.00		1,646				111	2	1		
2 6991008	2019	PETERBILT	Class 8 Sleeper Tractor	3,000	Diesel	\$121,400.00	\$22,995.00	\$2,911.90	-		\$25,000.00	Retail Contract	34	2	1		
3 6990991	2016	MACK	Class 8 Sleeper Tractor	439,848	Diesel	\$28,500.00	\$14,000.00	\$250.00	1,678			Other	60	2	1		
4 6990992	2016	MACK	Class 8 Sleeper Tractor	499,424	Diesel	\$28,500.00	\$5,000.00	\$250.00	10,704			Other	60	2	1		
5 6991013	2008	MACK	Class 8 Vocational	475,105	Diesel	\$36,000.00	\$3,500.00		719				11	2	2	1	
6 6990895	2018	MACK	Class 8 Sleeper Tractor	183,433	Diesel	\$82,000.00	-\$13,045.00	\$546.07	6,770			Other	307	2	1		
7 6990977	2019	MACK	Class 8 Vocational	53,108	Diesel	\$166,000.00	\$9,850.00		3,443				111	2	1		
8 6990957	2012	MACK	Class 8 Vocational	224,331	Diesel	\$89,900.00	\$1,838.51		6,409				160	2	1		
9 6990965	2005	KENWORTH	Class 8 Vocational	495,000	Diesel	\$55,000.00	-\$4,000.00	\$554.64	13,687			Other	130	2	1		
10 6990970	2016	HINO	Class 6/7 Conventional	504,343	Diesel	\$35,000.00	\$2,000.00		1,422				117	2	1		
11 6990994	2014	VOLVO	Class 8 Sleeper Tractor	628,348	Diesel	\$19,000.00	\$4,588.00		58				57	2	1		
12 6990995	2014	VOLVO	Class 8 Sleeper Tractor	491,249	Diesel	\$20,500.00	\$4,640.00		-				57	2	1		
13	1978	FORD	Class 8 Vocational	550,000	Diesel	\$12,500.00	\$2,500.00		-				67	2	1		
14 6991014	2016	MACK	Class 8 Sleeper Tractor	300,475	Diesel	\$26,250.00	\$1,550.00		-				13	2	2	1	
15 6991015	2016	MACK	Class 8 Sleeper Tractor	325,131	Diesel	\$26,250.00	\$1,550.00		-				13	2	2	1	
16 6990974	2019	MACK	Class 8 Vocational	27,371	Diesel	\$167,000.00	\$12,603.44	\$4,319.14	2,494		\$8,390	Retail Contract	111	2	1		
17 6990981	2017	HINO	Class 6/7 Conventional	143,257	Diesel	\$40,767.70	\$7,277.70		-				98	2	1		
18 6990899	2018	MACK	Class 8 Sleeper Tractor	22,414	Diesel	\$125,000.00	-\$7,000.00	\$2,757.97	2,232			Retail Contract	294	2	1		
19 6990980	2015	MACK	Class 8 Vocational	284,316	Diesel	\$109,900.00	-\$14,000.00		13,952				98	2	1		
20 6990983	2016	MACK	Class 8 Day Cab Tractor	185,456	Diesel	\$49,500.00	\$10,000.00		3,553				77	2	1		
21 6990978	2019	MACK	Class 8 Vocational	3,000	Diesel	\$105,000.00	\$10,000.00		-				111	2	1		
22 6990947	2015	KENWORTH	Class 8 Vocational	111,111	Diesel	\$95,500.00	-\$7,250.00		2,672				188	2	2	1	
23 6990998	2017	KENWORTH	Class 8 Sleeper Tractor	485,786	Diesel	\$38,475.00	\$4,000.00		-				53	2	2	1	

Q	R	S	T
	Source of Truck/Bus Sold:		
	1 = Trade from New		Trade-In Upon
	2 = Trade from Used	Franchise	
	3 = Repos		
If wholesaled: Enter	4 = Auction Purchase	1 = In-Line	1 = YES
	5 = Finance Co.		
(\$)	6 = Off Lease	2 = Non-In-Line	2 = NO
	7 = Direct Purchase		
	8 = Dealer Consignment		
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		
	4	1	2
	4	2	2
	6	1	2
	6	1	2
\$0.00	1	1	2
	7	1	1
	4	1	2
	2	1	2
	2	2	2
	8	2	2
	2	2	2
	2	2	2
	2	2	2
\$0.00	8	1	2
\$0.00	8	1	2
	4	1	2
	8	2	
	10	1	
	4	1	
	8	1	
	8	1	
\$0.00	2	2	
\$0.00	8	2	

Makes	Market Segment		Engine
AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel
FREIGHTLINER	Class 8 Vocational	Class 8	CNG
FORD	Class 8 Specialty/Other	Class 8	Hybrid
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			

If Financed

Retail Contract

Finance Lease

Dealer Financed

Other

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	Model Year	Enter the 4 digit year of Truck/Bus sold.
B	Manufacturer/ Make	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.