



20 GROUP

Group & ID #

Phone #

Dealership Name Industrial Power LLC

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	
<p>NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.</p>							Front End Gross							Certified or Non	Retail or Whole	If wholesaler:	
								F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	
														2 = Non-Certified	2 = Wholesale	3 = Other store	
								(After Recon, include Hard Pack, NOT Soft Pack DO NOT include F&I income)									4 = Other
									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			
	Model Year	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price											
	(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											
1	41821	2012	MITSUBISHI FUSO	Class 3/4/5 COE	54,556	Diesel	4,500	-	-	-	4,500	Other		2	2	3	
2	41754	2016	ISUZU	Class 3/4/5 COE	175,007	Diesel	42,000	2,902	437	3,077	-	Other	309	2	1		
3	41775	2015	ISUZU	Class 3/4/5 COE	164,945	Gas	17,500	(940)	-	2,848	-	Other	232	2	1		
4	41805	2016	ISUZU	Class 3/4/5 COE	46,295	Gas	27,500	3,768	-	3,154	-	Other	83	2	1		
5	L145	2015	ISUZU	Class 3/4/5 COE	264,442	Diesel	17,500	1,661	-	375	-	Other	500	118	2	1	
6	41743	2014	ISUZU	Class 3/4/5 COE	41,743	Diesel	23,600	(975)	440	4,973	-	Retail Contract	349	2	1		
7	L146	2015	ISUZU	Class 3/4/5 COE	253,088	Diesel	19,000	3,788		213	-	Other	28	2	1		
8	41811	2016	ISUZU	Class 3/4/5 COE	41,345	Diesel	27,500	3,796	715	3,000	-	Retail Contract	63	2	1		
9	41813	2006	ISUZU	Class 3/4/5 COE	237,512	Diesel	2,000	-	-	-	-	Other	17	2	2	3	
10	41814	2002	ISUZU	Class 3/4/5 COE	41,814	Diesel	2,000	-	-	-	-	Other	4	2	2	3	
11	41746	2017	HINO	Class 6/7 Conventional	119,998	Diesel	50,330	(10,599)	-	5,606	-	Other	307	2	1		
12	L243	2016	ISUZU	Class 3/4/5 COE	163,526	Diesel	28,000	3,551	1,415	-	-	Retail Contract	49	2	1		
13	41806	2016	HINO	Class 6/7 Conventional	131,836	Diesel	43,500	9,107	681	3,784	-	Retail Contract	80	2	1		
14	41774	2020	HINO	Class 6/7 Conventional	19,476	Diesel	80,684	-	-	9,324	-	Other	217	1	1		
15	L110	2014	HINO	Class 6/7 Conventional	295,737	Diesel	33,000	(2,750)	1,510	4,148	-	Retail Contract	206	2	1		
16	41758	2020	HINO	Class 6/7 Conventional	19,910	Diesel	84,950	3,430	3,951	8,355	-	Retail Contract	32	1	1		
17	41823	2009	HINO	Class 6/7 Conventional	111,114	Diesel	7,500	1,000	-	-	-	Other	12	2	1		
18	41808	2016	HINO	Class 6/7 Conventional	125,270	Diesel	43,000	8,296	-	-	-	Other	38	2	1		
19	41794	2017	HINO	Class 6/7 Conventional	197,455	Diesel	46,500	2,883	900	3,733	-	Other	190	2	1		
20	41817	2017	HINO	Class 6/7 Conventional	179,932	Diesel	44,500	1,230	5,054	3,555	-	Retail Contract	39	2	1		
21	41791	2017	HINO	Class 6/7 Conventional	177,976	Diesel	47,500	4,542	2,691	7,270	-	Retail Contract	181	2	1		
22	41809	2016	HINO	Class 6/7 Conventional	129,881	Diesel	43,500	9,482	-	-	-	Other	51	2	1		
23	41768	2017	HINO	Class 6/7 Conventional	143,334	Diesel	49,925	4,215	-	3,533	-	Other	229	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		
	4 = Auction Purchase	1 = In-Line	1 = YES
If wholesaled: Enter	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		
-	1	2	2
	7	1	2
	1	1	2
	1	1	2
	6	1	2
	1	1	2
	6	1	2
	1	1	2
	1	1	2
	1	1	2
	1	1	2
	6	1	2
	6	1	2
	9	1	2
	6	1	2
	9	1	2
	7	1	2
	6	1	2
	7	1	2
	7	1	2
	7	1	2
	6	1	2
	1	1	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 = Repos 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.