



20 GROUP

Group & ID # A044 - Michelle Kwasny

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Dealership Name First Truck Centre Edmonton

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							Certified or Non	Retail or Whole	If wholesaled: To	
	Model Year	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price	(\$)	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	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	Must enter 1, 2, 3 or 4				
															2 = Non-Certified	2 = Wholesale	3 = Other store
																	4 = Other
1 Gw1028	2016	FREIGHTLINER	Class 6/7 Conventional	63,628	Diesel	210,000	12,188	-	22,262	3,623	4,521		383	2	1		
2 JR3397	2018	FREIGHTLINER	Class 8 Day Cab Tractor	289,816	Diesel	136,993	4,845	-	60,113	1,127	-		156	2	1		
3 GZ6396	2016	FREIGHTLINER	Class 8 Day Cab Tractor	398,818	Diesel	94,401	5,216	-	11,376	4,000	-		153	2	1		
4 KP5470	2019	FREIGHTLINER	Class 8 Sleeper Tractor	191,649	Diesel	163,172	9,884	3,448	12,642	1,559	16,317	Finance Lease	105	2	1		
5 GH8447	2015	FREIGHTLINER	Class 8 Vocational	462,063	Diesel	157,507	(73,225)	6,293	19,525	13,651	15,000	Retail Contract	978	2	1		
6 GL5000	2015	FREIGHTLINER	Class 8 Vocational	37,031	Diesel	378,006	23,403	8,905	16,686	8,976	36,000	Retail Contract	327	2	1		
7 79436	2015	OTHER TRUCK	Trailer - Specialty			89,151	4,961	-	-	14,021	-		323	2	1		
8 KF7798	2019	FREIGHTLINER	Class 8 Sleeper Tractor	303,489	Diesel	149,001	8,037	1,094	21,898	5,181	-	Other	14	2	1		
9 GN1774	2015	FREIGHTLINER	Class 8 Sleeper Tractor	708,753	Diesel	68,256	1,546	-	4,279	-	-		122	2	1		
10 GT7740	2016	FREIGHTLINER	Class 8 Sleeper Tractor	476,817	Diesel	70,881	2,558	-	8,065	5,890	-		543	2	1		
11 GZ3090	2016	FREIGHTLINER	Class 8 Sleeper Tractor	340,754	Diesel	120,756	7,217	-	11,893	-	-		156	2	1		
12 GL9674	2015	FREIGHTLINER	Class 8 Vocational	718,448	Diesel	78,756	(6,161)	-	16,045	116	-		636	2	1		
13 GB7624	2015	FREIGHTLINER	Class 8 Day Cab Tractor	688,679	Diesel	61,956	27,645	418	8,683	3,292	-	Retail Contract	302	2	1		
14 KX9761	2020	FREIGHTLINER	Class 8 Sleeper Tractor	305,753	Diesel	170,631	10,845	7,722	7,564	-	24,000	Retail Contract	20	2	1		
15 FV9705	2014	FREIGHTLINER	Class 6/7 Specialty/Other	259,667	Diesel	103,431	5,608	2,652	17,414	962	10,000	Retail Contract	103	2	1		
16 JX9420	2019	FREIGHTLINER	Class 8 Sleeper Tractor	371,483	Diesel	126,006	6,253	3,330	33,369	3,296	5,000	Retail Contract	206	2	1		
17 GM2322	2015	FREIGHTLINER	Class 6/7 Conventional	159,698	Diesel	183,756	8,791	8,211	23,875	25,536	-	Retail Contract	329	2	1		
18 JK8750	2018	FREIGHTLINER	Class 8 Sleeper Tractor	680,724	Diesel	99,956	5,045	-	18,263	4,660	-		272	2	1		
19 GG8921	2015	FREIGHTLINER	Class 8 Vocational	72,540	Diesel				17,140	29			639	2	2	2	
20 2069	2015	OTHER TRUCK	Trailer - Specialty							2,500			71	2	2	2	
21 GZ2784	2016	WESTERN STAR	Class 8 Sleeper Tractor	875,011	Diesel				4,209	375			71	2	2	2	
22 GA6533	2015	FREIGHTLINER	Class 8 Vocational	98,023	Diesel				22,046	15,123			407	2	2	2	
23 HB2075	2016	FREIGHTLINER	Class 8 Sleeper Tractor	338,389	Diesel				2,627	150			132	2	2	2	

Q	R	S	T
	<b>Source of Truck/Bus Sold:</b>		
	1 = Trade from New		<b>Trade-In Upon</b>
	2 = Trade from Used	<b>Franchise</b>	
	3 = Repos		
If wholesaled: Enter	4 = Auction Purchase	<b>1 = In-Line</b>	<b>1 = YES</b>
	5 = Finance Co.		
(\$)	6 = Off Lease	<b>2 = Non-In-Line</b>	<b>2 = NO</b>
	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		
	3	1	2
	3	1	2
	3	1	2
	3	1	2
	1	1	2
	3	1	2
	3	2	2
	5	1	2
	1	1	2
	3	1	2
	3	1	2
	1	1	2
	7	1	2
	3	1	2
	3	1	2
	3	1	2
	3	1	2
	3	1	2
	3	1	2
	5	1	2
	3	2	2
	3	2	2
	3	1	2
	3	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 = 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) ( <b>Freightliner, Mack, Western Star</b> ) OR ENTER 2 for Non In-Line = does not align with your new Truck/Bus franchise(s) ( <b>All other brands</b> )
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.