



20 GROUP

Group & ID # ATD 044 Trevor Spratley

Phone # 604-317-1115

Dealership Name Peterbilt Pacific Inc. (P670)

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 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			
1 P6748	2019	PETERBILT	Class 8 Vocational	233,919	Diesel	155,000	2,515	-	24,710	2,775	-	Finance Lease	65	2	1	
2 P6687	2017	PETERBILT	Class 8 Vocational	347,432	Diesel	107,859	16,500	-	428	931	-		199	2	2	1
3 P6728	2018	PETERBILT	Class 8 Sleeper Tractor	508,778	Diesel	66,673	(15,578)	-	2,251	-	-		71	2	1	
4 P6678	2016	PETERBILT	Class 8 Vocational	478,303	Diesel	94,854	22,853	-	1,051	950	-		62	2	2	1
5 P6711	2001	KENWORTH	Class 8 Sleeper Tractor	748,378	Diesel	37,885	9,165	-	2,720	-	-		24	2	1	
6 P6636	2015	WESTERN STAR	Class 8 Vocational	503,674	Diesel	115,000	16,010	-	4,890	4,100	8,050	Finance Lease	231	2	1	
7 P6695	2013	KENWORTH	Class 8 Day Cab Tractor	488,043	Diesel	54,432	17,728	-	1,068	636	-		113	2	2	1
8 L0288	2015	PETERBILT	Class 8 Sleeper Tractor	739,757	Diesel	50,000	(16,770)	-	4,593	-	50,000		213	2	1	
9 S6638	2015	VOLVO	Class 8 Sleeper Tractor	1,255,288	Diesel	16,500	(20,493)	-	1,833	160	-		179	2	2	2
10 K6677	2017	PETERBILT	Class 8 Vocational	455,580	Diesel	129,500	(3,817)	-	44,294	2,023	-		101	2	2	1
11 S6744	2018	PETERBILT	Class 8 Sleeper Tractor	122,995	Diesel	165,000	500	-	-	-	-		1	2	1	
12 S6686	2013	PETERBILT	Class 8 Sleeper Tractor	881,877	Diesel	11,000	1,200	-	-	-	-		8	2	2	1
13 S6715	2017	KENWORTH	Class 8 Day Cab Tractor	739,396	Diesel	117,748	16,448	-	1,300	-	-		83	2	2	1
14 S6752	2002	KENWORTH	Class 8 Day Cab Tractor	1,300,000	Diesel	75,000	500	-	-	-	560	Finance Lease	20	2	1	
15 K6551	2014	KENWORTH	Class 8 Vocational	684,435	Diesel	64,817	(2,716)	-	2,533	-	-		548	2	2	1
16 K6745	2012	PETERBILT	Class 8 Sleeper Tractor	1,317,147	Diesel	22,936	(999)	-	8,637	298	-		1	2	2	1
17 K6741	2014	KENWORTH	Class 8 Day Cab Tractor	664,776	Diesel	47,000	4,614	-	8,469	1,287	-		13	2	2	1
18 K6699	2016	PETERBILT	Class 8 Sleeper Tractor	827,262	Diesel	58,500	19	-	7,189	1,292	-		86	2	2	1
19 K6702	2017	KENWORTH	Class 8 Day Cab Tractor	445,975	Diesel	117,571	14,130	-	310	131	-		71	2	2	1
20 A6672	2015	PETERBILT	Class 8 Sleeper Tractor	855,014	Diesel	48,306	10,471	-	2,482	-	-		123	2	2	1
21 A6704	2017	PETERBILT	Class 8 Sleeper Tractor	623,125	Diesel	96,358	4,545	-	635	-	-		125	2	2	1
22 A6766	2018	PETERBILT	Class 8 Vocational	259,238	Diesel	180,000	500	-	-	-	40,320	Retail Contract	17	2	1	
23 A6707	2015	KENWORTH	Class 8 Vocational	416,347	Diesel	240,000	1,000	-	-	-	-		3	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		
	1	1	1
	1	1	2
	1	1	2
	1	1	2
	1	2	2
	1	2	2
	1	2	2
65	6	1	2
	1	2	2
	1	1	2
	1	1	2
	1	2	2
	1	2	2
	1	2	2
	1	1	2
	1	1	2
	1	2	2
	1	2	2
	1	1	2
	1	1	2
	1	2	2
	1	2	2
	1	1	2
	1	1	2
	1	2	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.