



20 GROUP

Group & ID #

Phone #

801-550-0455

Dealership Name

Dobbs Peterbilt

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
	Model Year (4 digits)	Manufacturer/Make Must use drop down list	Market Segment Must use drop down list	Odometer (mileage at time of sale)	Engine Type Must use drop down list	Selling Price Round to nearest dollar	Front End Gross	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction
							(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			
							(\$)	(Round to nearest dollar)	Must use drop down list	(Minimum 1 Day)	Must enter 1 or 2	Must enter 1 or 2	4 = Other			
1	2013	INTERNATIONAL NAVISTAR	Class 6/7 COE	236,419	Diesel	56,000	11,000	4,110	3,287	590	1,000	Dealer Financed	75	2	1	
2	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	604,135	Diesel	64,000	14,000	4,936	1,183	590	1,000	Dealer Financed	78	2	1	
3	2018	KENWORTH	Class 8 Sleeper Tractor	581,935	Diesel	100,800	16,800	4,737	1,659			Dealer Financed	83	2	1	
4	2009	KENWORTH	Class 8 Vocational	236,408	Diesel	116,000	13,200			4,771	1,000		36	2	1	
5	2018	PETERBILT	Class 8 Day Cab Tractor	244,899	Diesel	56,000	11,000	3,101	1,086			Dealer Financed	77	1	1	
6	2008	PETERBILT	Class 8 Sleeper Tractor	449,712	Diesel	108,800	9,800	2,763	6,301	1,767		Dealer Financed	78	2	1	
7	2008	PETERBILT	Class 8 Sleeper Tractor		Diesel	20,800	3,800	1,068				Dealer Financed	21	2	1	
8	2019	PETERBILT	Class 8 Sleeper Tractor	428,351	Diesel	108,800	13,200	4,341	1,303	590		Dealer Financed	78	1	1	
9	1995	PETERBILT	Class 8 Sleeper Tractor	493,835	Diesel	128,000	12,800	3,963	3,987			Dealer Financed	83	2	1	
10	2018	PETERBILT	Class 8 Sleeper Tractor	508,356	Diesel	33,600	2,000	2,896	298	917		Dealer Financed	71	2	1	
11	2016	PETERBILT	Class 8 Sleeper Tractor	459,607	Diesel	128,000	21,800		2,521	590	1,000		40	2	1	
12	2005	FREIGHTLINER	Class 8 Sleeper Tractor	640,244	Diesel	60,800	11,000		1,187				63	2	1	
13	2016	FREIGHTLINER	Class 8 Sleeper Tractor	1,207,586	Diesel	48,000	7,200		4,213	1,006			61	2	1	
14	2019	mack	Class 8 Day Cab Tractor	260,242	Diesel	80,000	14,000		1,382	590	1,000		75	2	1	
15	2009	PETERBILT	Class 8 Vocational	261,250	Diesel	172,800	24,800		2,437		1,000		51	2	1	
16	2015	KENWORTH	Class 8 Sleeper Tractor	1,400,000	Diesel	32,000	8,000	3,841	2,920	2,632		Dealer Financed	49	2	1	
17	2015	mack	Class 8 Day Cab Tractor	462,481	Diesel	64,000	8,000		1,238		1,000		43	2	1	
18	2015	mack	Class 8 Day Cab Tractor	385,683	Diesel	64,000	8,000	3,912	1,180			Dealer Financed	51	2	1	
19	2015	mack	Class 8 Day Cab Tractor	375,395	Diesel	67,200	10,000		987	590	1,000		51	2	1	
20	2015	mack	Class 8 Day Cab Tractor	414,093	Diesel	64,000	9,000		1,020	797			43	2	1	
21	2015	mack	Class 8 Day Cab Tractor	377,744	Diesel	56,000	10,000		780				51	2	1	
22	2019	PETERBILT	Class 8 Day Cab Tractor	277,000	Diesel	152,000	27,000	3,126	2,667		1,000	Dealer Financed	55	1	1	
23	2015	PETERBILT	Class 8 Sleeper Tractor	1,200,000	Diesel	48,000	11,000	2,902	3,273	2,398		Dealer Financed	29	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		
	7	2	2
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	7	1	2
	7	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.