



Group & ID #  
Phone # 484 744 0045  
Dealership Name  
Five Star International

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	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price	Front End Gross	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	H8581	2014	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	236,128	Diesel	10,900	545	-	-	-	-	Retail Contract	41	2	2	2
2	H8557	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	517,703	Diesel	61,000	6,078	1,101	6,265	-	6,100	Dealer Financed	119	2	1	
3	H8560	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	511,851	Diesel	61,000	14,714	1,101	5,228	-	6,100	Dealer Financed	119	2	1	
4	H8540	2016	MACK	Class 8 Day Cab Tractor	450,328	Diesel	50,000	6,264	-	8,086	-	5,000	Retail Contract	150	2	2	1
5	H8577	2016	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	271,471	Diesel	61,900	3,023	-	3,313	1,207	-	Retail Contract	32	2	2	3
6	H8580	2012	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	252,446	Diesel	8,700	435	-	-	-	-	Retail Contract	32	2	2	2
7	H8579	2014	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	213,278	Diesel	20,416	1,010	-	-	-	-	Retail Contract	32	2	2	2
8	H8511	2003	FREIGHTLINER	Class 8 Vocational	78,121	Diesel	44,900	20,983	-	1,917	-	4,490	Retail Contract	207	2	1	
9	LW8551	2012	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	157,891	Diesel	10,500	3,781	-	-	-	-	Retail Contract	87	2	2	2
10	H8553	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	499,069	Diesel	59,900	14,164	421	4,678	-	13,035	Dealer Financed	76	2	1	
11	H8546	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	19,560	Diesel	188,900	11,134	5,073	1,613	-	20,000	Dealer Financed	98	2	2	
12	E8566	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	240,408	Diesel	165,050	66,773	-	7,163	1,700	-	Retail Contract	60	2	1	
13	H8558	2017	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	474,352	Diesel	72,900	25,299	-	14,225	-	-	Retail Contract	49	2	1	
14	LW8536	1985	FORD	Class 8 Specialty/Other		Diesel	3,800	(513)	-	-	-	-	Retail Contract	69	2	2	2
15	R8443	2005	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	120,702	Diesel	5,000	3,640	-	-	548	-	Retail Contract	18	2	2	2
16	H8542	2018	INTERNATIONAL NAVISTAR	Class 3/4/5 Conventional	151,780	Diesel	82,900	9,754	-	1,646	-	8,290	Retail Contract	70	2	1	
17	E8535	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	329,759	Diesel	129,900	32,337	-	6,563	-	13,000	Retail Contract	100	2	2	
18	J8537	2015	FORD	Class 3/4/5 Conventional	78,066	Gas	53,000	19,584	-	1,840	-	6,000	Retail Contract	60	2	1	
19	H8565	2016	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	437,829	Diesel	70,000	8,817	-	6,044	-	-	Retail Contract	27	2	1	
20	H8570	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	6,486	Diesel	139,900	26,028	-	150	-	-	Retail Contract	3	2	1	
21	E8538	2002	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	195,889	Diesel	2,500	937	-	563	-	-	Retail Contract	49	2	2	2
22	H8524	2001	INTERNATIONAL NAVISTAR	Class 8 Vocational	48,528	Diesel	4,500	3,188	-	5,000	-	-	Retail Contract	78	2	2	2
23	H8547	2020	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	24,795	Diesel	24,795	11,242	-	1,505	-	19,000	Retail Contract	34	2	1	

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		
	4 = Auction Purchase	<b>1 = In-Line</b>	<b>1 = YES</b>
If wholesaled: Enter	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		
-	8	1	2
	1	1	2
	1	1	2
-	4	2	2
-	7	1	2
-	8	1	2
-	8	1	2
	1	2	2
419	1	1	2
	1	1	2
	7	1	2
	1	1	2
	1	1	2
313	7	2	2
313	7	1	2
	7	1	2
	1	1	2
	1	2	2
	1	1	2
	9	1	2
313	1	1	2
313	1	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) ( <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.