



20 GROUP

Group & ID # A047

Phone # 317-753-6087

Fred Dufour

Dealership Name
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
						($\$$)		($\$$)	($\$$)	($\$$)	($\$$)			2 = Non-Certified	2 = Wholesale	3 = Other store
	(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 JJ183307	2018	KENWORTH	Class 8 Sleeper Tractor	443,579	Diesel	113,911	6,467			10,894		Retail Contract	192	2	1	
2 FSGM6279	2015	FREIGHTLINER	Class 8 Day Cab Tractor	345,205	Diesel	71,000	15,297			4,844		Retail Contract	128	2	1	
3 FN924394	2015	VOLVO	Class 8 Sleeper Tractor	787,000	Diesel	29,000	(3,181)			5,181		Retail Contract	122	2	2	2
4 PL-925	2015	KENWORTH	Class 8 Day Cab Tractor	222,636	Diesel	95,453	26,645			11,455		Retail Contract	94	2	1	
5 KR252310	2019	KENWORTH	Class 8 Sleeper Tractor	294,965	Diesel	159,000	5,048			13,952		Dealer Financed	90	2	1	
6 LLLT7017	2020	WESTERN STAR	Class 8 Vocational	154,287	Diesel	200,000	15,550	5,853		1,880		Finance Lease	82	2	1	
7 JN494657	2018	INTERNATIONAL NAVISTAR	Class 8 Vocational	148,416	Diesel	171,093	21,162			738		Retail Contract	69	2	1	
8 FD270069	2015	PETERBILT	Class 8 Sleeper Tractor	596,487	Diesel	65,000	5,406			15,594		Retail Contract	64	2	1	
9 JN494658	2018	INTERNATIONAL NAVISTAR	Class 8 Vocational	154,280	Diesel	159,500	18,915			2,585		Retail Contract	62	2	1	
10 PL-955	2016	KENWORTH	Class 6/7 Conventional	153,245	Diesel	42,250	9,410			7,840		Retail Contract	61	2	1	
11 JJ221946	2018	KENWORTH	Class 8 Sleeper Tractor	365,446	Diesel	137,909	12,493			15,416		Retail Contract	50	2	1	
12 KR254178	2019	KENWORTH	Class 8 Sleeper Tractor	400,801	Diesel	156,500	31,595			1,476		Retail Contract	49	2	1	
13 PL-390	2016	KENWORTH	Class 8 Day Cab Tractor	300,000	Diesel	76,500	6,427			10,073		Retail Contract	48	2	1	
14 PL-3642	2019	KENWORTH	Class 8 Day Cab Tractor	616,000	Diesel	59,500	11,347			10,154		Retail Contract	47	2	1	
15 PL-3639	2017	KENWORTH	Class 8 Day Cab Tractor	618,308	Diesel	59,500	17,332			4,168		Retail Contract	45	2	1	
16 HJ136071	2016	KENWORTH	Class 8 Day Cab Tractor	223,547	Diesel	145,800	3,950			9,350		Finance Lease	39	2	1	
17 LJ342975	2020	KENWORTH	Class 8 Vocational	143,924	Diesel	175,000	24,003			997		Retail Contract	34	2	1	
18 CM329016	2012	KENWORTH	Class 8 Vocational	216,265	Diesel	85,493	14,823			2,077		Retail Contract	34	2	1	
19 PL-3507	2016	KENWORTH	Class 8 Day Cab Tractor	339,057	Diesel	64,500	13,933			6,567		Retail Contract	30	2	1	
20 KJ281772	2019	KENWORTH	Class 8 Sleeper Tractor	424,965	Diesel	132,000	6,470			6,357		Retail Contract	21	2	1	
21 MJ461806	2021	KENWORTH	Class 8 Vocational	62,330	Diesel	229,500	10,737			10,763		Retail Contract	20	2	1	
22 PJ225408	2023	KENWORTH	Class 8 Vocational	3,671	Diesel	243,500	18,245			10,255		Retail Contract	20	2	1	
23 8D750779	2008	PETERBILT	Class 8 Sleeper Tractor	807,163	Diesel	53,000	4,900					Retail Contract	20	2	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	1	2
	1	2	2
	7	2	2
	6	1	2
	7	1	2
	7	2	2
	1	2	2
	2	2	2
	1	2	2
	6	1	2
	7	1	2
	7	1	2
	6	1	2
	6	1	2
	6	1	2
	7	1	2
	7	1	2
	7	1	2
	6	1	2
	2	1	2
	7	1	2
	7	1	2
	2	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.