



20 GROUP

Group & ID #

Phone #

Dealership Name

Kenworth Truck Centres of Ontario

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	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 4V4NC9GH26N42556	2006	Volvo	Class 8 Sleeper Tractor	736,253.0	Diesel	17,000.00	8,630.00			0.00	0.00		29	1	1	
2 1NKDX4TX3JJ990360	2018	Kenworth	Class 8 Vocational	297,201.0	Diesel	210,299.00	38,850.23			904.00	2,500.00		40	1	1	
3 3BKDX4TX1MF97322	2021	Kenworth	Class 8 Vocational	138,417.0	Diesel	236,299.00	29,798.79	1,917.96			5,000.00		83	1	1	
4 1XKYD49X9LJ964176	2020	Kenworth	Class 8 Sleeper Tractor	441,270.0	Diesel	190,299.00	41,149.89			875.75	0.00		50	1	1	
5 1NKWX4TX3HJ98719	2017	Kenworth	Class 8 Sleeper Tractor	558,844.0	Diesel	195,299.00	14,631.31			244.36	5,000.00		70	1	1	
6 1XKYDP9X5KJ996493	2019	Kenworth	Class 8 Sleeper Tractor	669,451.0	Diesel	102,299.00	11,678.99			4,818.55	5,000.00		128	1	1	
7 1XPBDP9X9HD44792	2017	Peterbilt	Class 8 Vocational	906,326.0	Diesel	85,240.00	12,177.77			0.00	5,000.00		160	1	1	
8 1XPBDP9X5HD44792	2017	Peterbilt	Class 8 Vocational	941,491.0	Diesel	95,294.00	20,043.88			276.85	0.00		203	1	1	
9 1XKYDP9X5FJ974872	2015	Kenworth	Class 8 Sleeper Tractor	840,150.0	Diesel	53,299.00	-4,723.11			819.25	6,022.79		189	1	1	
10 1XKADP0X9FJ977661	2015	Kenworth	Class 8 Sleeper Tractor	578,495.0	Diesel	55,000.00	7,483.65	3,541.39			0.00		129	1	1	
11 1XKADP0X7FJ977660	2015	Kenworth	Class 8 Day Cab Tractor	122,938.0	Diesel	69,299.00	23,646.60			2,260.00	5,000.00		45	1	1	
12 1XKADP0X3FJ977638	2014	Kenworth	Class 8 Day Cab Tractor	555,364.0	Diesel	67,000.00	5,302.44			164.37	0.00		45	1	1	
13 1XKADP0X6FJ977634	2015	Kenworth	Class 8 Sleeper Tractor	703,586.0	Diesel	48,000.00	2,344.17			480.25	0.00		76	1	1	
14 1XKADP0X2FJ977632	2015	Kenworth	Class 8 Sleeper Tractor	616,695.0	Diesel	75,534.00	2,549.46			2,260.00	0.00		55	1	1	
15 1XKADP0X4FJ977633	2015	Kenworth	Class 8 Day Cab Tractor	664,070.0	Diesel	53,830.01	5,342.18	3,988.61			500.00		29	1	1	
16 1XKDDP9X1FJ973846	2015	Kenworth	Class 8 Vocational	363,213.0	Diesel	52,900.00	8,164.22	2,518.50			0.00		85	1	1	
17 1XKAD49X0EJ965768	2014	Kenworth	Class 8 Sleeper Tractor	1,398,987.0	Diesel	26,000.00	3,398.35			118.10	0.00		43	1	1	
18 1XKYDP9X9HJ987255	2017	Kenworth	Class 8 Sleeper Tractor	820,408.0	Diesel	63,440.00	14,739.34			1,522.11	0.00		38	1	1	
19 1XKYDP9X8HJ987263	2016	Kenworth	Class 8 Day Cab Tractor	912,833.0	Diesel	42,400.00	6,195.49			678.00	0.00		0	1	1	
20 1XKYDP9X4HJ987261	2017	Kenworth	Class 8 Sleeper Tractor	931,053.0	Diesel	42,400.00	7,253.12			0.00	0.00		7	1	1	
21 4V4NC9EH0HN96724	2017	Volvo	Class 8 Sleeper Tractor	976,363.0	Diesel	43,500.00	12,277.29	622.71			1,000.00		19	1	1	
22 1XKYDP9X2HJ987260	2017	Kenworth	Class 8 Sleeper Tractor	918,653.0	Diesel	42,400.00	6,195.49	494.23			0.00		8	1	1	
23 4V4NC9EH2HN96722	2017	Volvo	Class 8 Sleeper Tractor	918,939.0	Diesel	41,540.00	8,640.47			0.00	3,100.00		19	1	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	2	2
	7	1	2
	7	1	2
	7	1	2
	7	1	2
	7	1	2
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	7	1	2
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	1	2	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.