



20 GROUP

Group & ID #

Phone #

4103423400

Dealership Name

The Pete Store- Baltimore

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	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	IF Financed	Days in Sto	Certified or Non	Retail or Whole	If wholesaled: To	
	Model Year	Manufacturer/Make	Market Segment	Odometer	Engine Type	Selling Price	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)		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)	2 = Non-Certified	2 = Wholesale	3 = Other store				
																	4 = Other
1	2005	KENWORTH	Class 8 Vocational	396,714	Diesel	54,250	20,250	-	-	-	-	-	10	2	2	1	
2	2016	PETERBILT	Class 8 Vocational	424,825	Diesel	108,000	26,800	7,300	10,000	2,350	7,500	Retail Contract	62	2	1	3	
3	2016	PETERBILT	Class 8 Vocational	454,300	Diesel	108,000	24,250	6,850	16,500	1,500	7,500	Retail Contract	62	2	1	3	
4	2016	PETERBILT	Class 8 Vocational	398,652	Diesel	108,000	25,000	7,100	11,000	1,758	7,500	Retail Contract	62	2	1	3	
5	2019	PETERBILT	Class 8 Sleeper Tractor	12,413	Diesel	165,000	35,000	12,000	650	-	20,000	Retail Contract	69	2	1	3	
6	2019	PETERBILT	Class 8 Vocational	105,000	Diesel	220,000	40,000	11,000	2,800	-	30,000	Retail Contract	16	1	1	3	
7	2020	PETERBILT	Class 8 Sleeper Tractor	62,000	Diesel	205,000	25,000	-	-	-	-	- Other	4	2	2	1	
8	2020	PETERBILT	Class 8 Sleeper Tractor	67,500	Diesel	205,000	25,000	-	2,500	-	-	- Other	4	2	2	1	
9	2014	FREIGHTLINER	Class 8 Day Cab Tractor	258,363	Diesel	48,500	5,600	-	3,500	-	-	- Other	42	2	1	3	
10	2017	PETERBILT	Class 8 Sleeper Tractor	404,125	Diesel	136,000	30,000	7,000	2,500	1,500	36,000	Retail Contract	29	1	1	3	
11	2018	PETERBILT	Class 8 Sleeper Tractor	475,309	Diesel	116,500	40,000	5,500	13,000	-	20,000	Retail Contract	68	2	2	1	
12	2016	PETERBILT	Class 8 Sleeper Tractor	600,209	Diesel	49,500	13,000	-	-	-	-	- Other	33	2	2	1	
13	2016	PETERBILT	Class 8 Day Cab Tractor	388,762	Diesel	115,000	25,000	-	6,200	1,200	-	- Other	8	2	2	1	
14	2005	MACK	Class 8 Vocational	34,952	Diesel	78,550	19,000	-	4,500	-	-	- Other	21	2	2	2	
15	2017	PETERBILT	Class 8 Vocational	650,150	Diesel	62,900	12,000	5,000	1,400	1,300	-	- Other	46	2	1	3	
16	2015	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	554,674	Diesel	39,900	8,000	-	-	-	-	- Other	25	2	1	3	
17																	
18																	
19																	
20																	
21																	
22																	
23																	

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		
If wholesaled: Enter	4 = Auction Purchase	<b>1 = In-Line</b>	<b>1 = YES</b>
	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		
500	7		
-	1	1	2
-	1	1	2
-	1	1	2
-	7	1	2
-	1	1	1
-	1	2	2
-	1	2	2
-	2	1	2
-	1	1	2
	7	1	2
-	1	1	2
500	1	2	2
4,500	2	2	2
-	2	2	2
-	1	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 = Reposs 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.