



Group & ID #
Phone # 240-731-1006

Dealership Name
STUDY MONTHS
K. Neal Truck & Bus Center

CLICK COLUMN HEADERS
FOR INSTRUCTIONS

Used Truck
ALL COLUMNS A

STOCK/VIN	A	B	C	D	E	F	G	H
<p>NOT Required For tracking purposes in your system, you may list the Stock # or VIN for each Truck / Bus.</p>	<u>Year</u>	<u>Vehicle Make</u>	<u>Vehicle Model</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</u>	<u>Front End Gross Profit</u>	<u>F&I Income</u>
							(\$)	(\$)
	(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
1 UT1910	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	200	Diesel	67,320	15,837	
2 UT11778	2014	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	138,382	Diesel	15,420	(9,309)	
3 UT1909	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	101,835	Diesel	62,000	14,667	2,113
4 UT1918	2009	INTERNATIONAL NAVISTAR		102,297	Diesel	25,788	\$ 4,340.00	
5 UT11849	2014	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	5	Diesel	15,000	(10,698)	
6 UT11847	2013	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	127,024	Diesel	15,000	(12,419)	
7 UT1908	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	9,999	Diesel	55,000	13,797	
8 UT1927	2020	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	141,684	Diesel	85,000	13,182	2,482
9 UT11714	2013	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	93,412	Diesel	25,000	(10,211)	
10 UT1930	2016	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	589,474	Diesel	51,000	8,437	
11 UT11925	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	194,515	Diesel	75,000	18,016	2,193
12 UT11939	2016	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	69,000	7,252	3,830
13 UT11944	2016	HINO	Class 6/7 Conventional		Diesel	68,000	21,333	2,005
14 UT1936	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	175,549	Diesel	80,000	9,875	3,772
15 UT11952	2016	HINO	Class 6/7 Conventional		Diesel	68,200	2,308	
16 UT1943	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	379,041	Diesel	79,000	10,105	

Truck/Bus Special Study
DATA THRU T ARE REQUIRED

I	J	K	L	M	N	O	P	Q	R
					<u>Certified or Non-Certified</u>	<u>Retail or Wholesale</u>	<u>If wholesaled: To whom?</u> 1 = Wholesaler		<u>Source of Truck/Bus Sold:</u> 1 = Trade from New 2 = Trade from Used 3 = Repos
<u>Recon In-House</u>	<u>Recon Sublet</u>	<u>Cash Down</u>	<u>IF Financed</u>	<u>Days in Stock</u>	1 = Certified	1 = Retail	2 = Auction	<u>If wholesaled: Enter Fees</u>	4 = Auction Purchase 5 = Finance Co.
(\$)	(\$)	(\$)			2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	6 = Off Lease 7 = Direct Purchase 8 = Dealer Consignment
							4 = Other		9 = Demo Service 10 = OEM USED TK Network
Round to nearest dollar	Round to nearest dollar	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	Round to nearest dollar	Must enter whole numbers 1 to 10
5,142				404	2	2	4	-	7
				1,007	2	1		-	6
		2,000	Retail Contract	377	2	1		-	7
		-		363	2	1		-	7
		4,000		2,540	2	2	4	-	6
		-		658	2	2	4	-	6
				406	2	1		-	7
		7,500	Retail Contract	279	2	1		-	7
		-		1,259	2	2	4	-	6
		24,000		268	2	1		-	7
		10,000	Retail Contract	251	2	2	4	-	6
		-	Retail Contract	162	2	2	4	-	6
		2,000	Retail Contract	147	2	2	4	-	6
		11,184	Retail Contract	133	2	1		-	7
		-		133	2	2	4	-	6
		-		134	2	1		-	7

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		Member #
Franchise	<u>Trade-In Upon Sale</u>	
1 = In-Line	1 = YES	
2 = Non-In-Line	2 = NO	
Must enter 1 or 2	Must enter 1 or 2	(For Office Use Only)
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17	UT1946	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	174,537	Diesel	82,000	7,590	2,519
18	UT1937	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	176,292	Diesel	83,000	3,511	2,163
19	UT1955	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor		Diesel	90,000	21,280	
20	UT1938	2018	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	185,796	Diesel	80,000	3,786	2,559
21	UT1959	2015	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	40,000	5,000	976
22	UTI1945	2016	HINO	Class 6/7 Specialty/Other	5	Diesel	65,000	13,321	
23	UTI1957	2019	HINO	Class 3/4/5 Specialty/Other	39,607	Diesel	65,500	15,980	

		7,000	Retail Contract	161	2	1		-	7
		10,000	Retail Contract	189	2	1		-	7
		-		100	2	1		-	7
		7,500	Retail Contract	189	2	1		-	7
		5,000	Retail Contract	106	2	1		-	7
		3,000		148	2	2	4	-	6
		1,000		65	2	2	4	-	6

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24	UTI1960	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	25,216	Diesel	63,000	11,142	
25	UTI1966	2012	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	15,000	13,480	
26	UT1919	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional		Diesel	56,252	-	3,030
27	UTI1778	2014	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	138,382	Diesel	15,000	(9,309)	
28	UTI1713	2014	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	89,990	Diesel	1,300	(28,141)	
29	UTI1715	2012	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	130,667	Diesel	1,300	(28,141)	
30	UT1923	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor		Diesel	75,250	29,000	
31	UTI1921	2018	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor		Diesel	65,250	29,000	
32	UT1922	2018	INTERNATIONAL NAVISTAR	Class 8 Day Cab Tractor	379,041	Diesel	67,250	9,667	
33	UT1924	2018	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	265,405	Diesel	300	29,000	-
34	UTI1931	2017	INTERNATIONAL NAVISTAR	Class 6/7 Conventional	182,916	Diesel	75,000	8,761	3,830
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Stock #	Customer Name	VIN Number
UT1910	EC Sales, Inc	
UT11778	Branham Trucking Corporation	EH775252
UT1919	Murdock Technology Services	HH459101
UT1909	Technoguard, Inc	HH475159
UT1918	Cray Logistics	99L274097
UT1715	Mario Gonzales	EH025234
UT1714	Mario Gonzales	CL688096
UT11849	Nar Chhetri	EH066911
UT11921	Inman Enterprise Logistics	JN633157
UT11922	Inman Enterprise Logistics	JN633150
UT11923	Inman Enterprise Logistics	JN048125
UT11924	Inman Enterprise Logistics	JN253582
UT1847	Bombay Café, Inc	DH362655
UT1927	CANIN TRUCKING COMPANY, LLC	LH587968
UT1930	Cray Logistics	GN742400
UT11925	Javier, LLC	HH751120
UT11944	Prime Food & Meats Distributors LLC	oG4S61496
UT1936	M&M Transporting and Hauling LLC	JL466531

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

columns

	Stock/VIN
A	Model Year
B	Manufacturer/ Make
C	Market Segment
D	Odometer
E	Engine Type
F	Selling Price
G	Front End Gross
H	F&I Income
I	Reconditioning In-House
J	Reconditioning Sublet
K	Cash Down
L	IF Financed
M	Days In Stock
N	Certified or Non-Certified
O	Retail or Wholesale
P	IF Wholesaled sold to whom?
Q	IF Wholesaled Fees
R	Source of Truck/Bus Sold
S	In-Line or Non In-Line
T	Trade-In Upon Sale

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.

Not Required, but may help for easier tracking
Enter the 4 digit year of Truck/Bus sold.
MUST select from the drop-down list for Truck/Bus Manufacturer.
MUST select from the drop-down list for Truck/Bus Market Segment.
Enter the Truck/Bus mileage at the time of sale.
Diesel CNG
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.
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).
The gross profit from any product or service sold through the F&I department. (ROUND TO NEAREST DOLLAR; no pennies).
Reconditioning dollars expended "In-House" (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).
Reconditioning dollars contracted through an outside source (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies).
Cash amount paid at time of sale. (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)
MUST select from the drop-down list for: Retail Contract Finance Lease Dealer Financed Other
The number of days the Truck/Bus was in inventory prior to sale. MINIMUM should be 1, NO ZEROS.
ENTER 1 for Certified = OEM certification, aftermarket certification, in-house certification OR ENTER 2 for Non-Certified
ENTER 1 = Retail OR ENTER 2 = Wholesale OR
Enter Wholesale Fees (ROUND TO NEAREST DOLLAR & ENTER AS A POSITIVE; no pennies)
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
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)
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.