



Group & ID #
Phone #

Dealership Name
STUDY MONTHS

MHC Kenworth

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
<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>Manufacturer</u>	<u>Market Segment</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</u>	<u>Front End Gross</u>	<u>F&I Income</u>	<u>Recon In-Hous</u>	<u>Recon Sublet</u>	<u>Cash Down</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	528543	2017	KENWORTH	Class 8 Sleeper Tractor	Diesel	57,932	10,153		15,778		
2	337397	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	99,950	10,069		6,880		2,500
3	529491	2019	INTERNATIONAL NAVISTAR	Class 8 Vocational	Diesel	155,000	16,685		8,314		
4	524686	2018	KENWORTH	Class 8 Vocational	Diesel	150,000	13,165		16,834		
5	536525	2018	KENWORTH	Class 8 Vocational	Diesel	142,000	15,318		2,681		
6	524245	2021	KENWORTH	Class 8 Sleeper Tractor	Diesel	99,950	6,337		1,387		2,500
7	526334	2016	KENWORTH	Class 8 Sleeper Tractor	Diesel	78,407	6,800		19,562		
8	523459	2015	KENWORTH	Class 8 Sleeper Tractor	Diesel	59,450	11,011		14,238		2,500
9	529487	2020	KENWORTH	Class 8 Sleeper Tractor	Diesel	110,950	12,250		724		
10	538210	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	111,730	13,247		3,483		
11	538211	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	109,097	13,247		850		
12	520312	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	95,671	10,443		1,997		
13	526842	2016	KENWORTH	Class 6/7 Specialty/Other	Diesel	56,000	9,957		6,042		2,500
14	530737	2003	KENWORTH	Class 8 Vocational	Diesel	30,000	(625)		625		2,500
15	530739	2006	PETERBILT	Class 8 Vocational	Diesel	35,000	9,117	-	882		2,500
16	534002	2022	KENWORTH	Class 8 Sleeper Tractor	Diesel	200,000	23,939	-	1,060		
17	535868	2020	KENWORTH	Class 8 Vocational	Diesel	160,000	27,940		4,559		
18	518360	2017	KENWORTH	Class 8 Sleeper Tractor	Diesel	75,450	3,295		(6,345)		2,500
19	519162	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	81,499	3,749		750		2,500
20	526467	2019	KENWORTH	Class 8 Sleeper Tractor	Diesel	89,950	9,194		755		2,500
21	530213	2017	KENWORTH	Class 8 Sleeper Tractor	Diesel	54,950	5,484		15,464		
22	522674	2022	KENWORTH	Class 8 Sleeper Tractor	Diesel	154,950	11,654		11,295		2,500
23	515674	2018	KENWORTH	Class 8 Sleeper Tractor	Diesel	96,950	16,174		775		2,500

L	M	N	O	P	Q	R	S	T
						Source of Truck/Bus Sold:		
		Certified or Non	Retail or Whole	If wholesaled: To		1 = Trade from New		Trade-In Upon
				1 = Wholesaler		2 = Trade from Used	Franchise	
						3 = Repos		
IF Financed	Days in Sto	1 = Certified	1 = Retail	2 = Auction	If wholesaled: Ente	4 = Auction Purchase	1 = In-Line	1 = YES
		2 = Non-Certified	2 = Wholesale	3 = Other store	(\$)	5 = Finance Co.		
						6 = Off Lease	2 = Non-In-Line	2 = NO
				4 = Other		7 = Direct Purchase		
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	8 = Dealer Consignment	Must enter 1 or 2	Must enter 1 or 2
						9 = Demo Service		
						10 = OEM USED TK Network		
						Must enter whole numbers 1 to 10		
Other	83	2	1	4		1	1	1
Other	34	2	1	4		7	1	2
Other	18	2	1	4		1	2	1
Other	13	2	1	4		1	1	1
Other	1	2	1	4		1	1	1
Other	108	2	1	4		7	1	2
Other	75	2	1	4		1	1	1
Other	31	2	1	4		7	1	2
Other	26	2	1	4		1	1	1
Other	12	2	1	4		1	1	1
Other	12	2	1	4		1	1	1
Other	95	2	1	4		1	1	1
Other	29	2	1	4		7	1	2
Other	78	2	1	4		1	1	1
Other	29	2	1	4		7	2	2
Other	7	2	1	4		1	1	1
Other	11	2	1	4		1	1	1
Other	119	2	1	4		7	1	2
Other	126	2	1	4		7	1	2
Other	107	2	1	4		7	1	2
Other	43	2	1	4		1	1	2
Other	28	2	1	4		7	1	2
Other	120	2	1	4		7	1	2

Makes

AUTOCAR	Class 8 Sleeper Tractor	Class 8	Gas	Retail Cont
BLUEBIRD BUS	Class 8 Day Cab Tractor	Class 8	Diesel	Finance Le
FREIGHTLINER	Class 8 Vocational	Class 8	CNG	Dealer Fin
FORD	Class 8 Specialty/Other	Class 8	Hybrid	Other
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				

tract
ase
anced

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	Year	Enter the 4 digit year of Truck/Bus sold.
B	Manufacturer	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) (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.