



Group & ID # 048; 11  
Phone # 262-894-8705

Dealership Name KRIETE TRUCK CENTER - MILWAUKEE  
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	
							Front End Gross	F&I Income	Recon In-Hous	Recon Sublet	Cash Down	
	Year	Manufacturer	Market Segment	Odometer	Engine Type	Selling Price	(\$)	(\$)	(\$)	(\$)	(\$)	
1	1XKADP9X6EJ401284	2014	Kenworth	Class 8 Sleeper Tractor	495,000	Diesel	40,364.50	16,462	-	1,658	-	-
2	3AKJGEDV7HSHR2791	2017	Freightliner	Class 8 Day Cab Tractor	338,859	Diesel	66,200.00	5,117		4,780		20,000
3	4V4N99EH1FN924557	2015	Volvo	Class 8 Sleeper Tractor	634,000	Diesel	71,900.00	2,000		-	-	-
4	4V4NC9EH4KN196664	2019	Volvo	Class 8 Sleeper Tractor	329,860	Diesel	173,650.00	56,672		2,178		
5	4V4NC9EH7KN206779	2019	Volvo	Class 8 Sleeper Tractor	312,093	Diesel	173,650.00	56,466		2,384		
6	4V4NC9EH7KN206782	2019	Volvo	Class 8 Sleeper Tractor	332,966	Diesel	173,650.00	56,617		2,233		
7	4V4NC9EH9KN206783	2019	Volvo	Class 8 Sleeper Tractor	310,475	Diesel	173,650.00	55,852		2,998		
8	4V4NC9EH3KN206780	2019	Volvo	Class 8 Sleeper Tractor	304,623	Diesel	173,650.00	56,999		2,601		
9	1M1PN4GY2LM006057	2020	Mack	Class 8 Day Cab Tractor	175,000	Diesel	125,524.50	16,175		5,325		5,000
10	1XKADP9X9EJ401277	2014	Kenworth	Class 8 Sleeper Tractor	345,000	Diesel	50,200.00	21,448		5,949		1,000
11	3HSDJAPR4FN602285	2015	International	Class 8 Sleeper Tractor	585,862	Diesel	38,000.00	2,750				
12	1M1AW01Y3FM007677	2015	Mack	Class 8 Day Cab Tractor	433,000	Diesel	20,000.00	4,655		3,845		
13	1M1AW01Y5FM007678	2015	Mack	Class 8 Day Cab Tractor	526,000	Diesel	20,000.00	5,205		5,295		
14	3AKJGBDV5HSHR2674	2017	Freightliner	Class 8 Day Cab Tractor	400,000	Diesel	66,200.00	6,578		6,319		1,000
15	4V4NC9EH0KN206784	2019	Volvo	Class 8 Sleeper Tractor	428,023	Diesel	155,300.00	38,537	\$725	3,963		11,000
16	4V4NC9EH5GN956592	2016	Volvo	Class 8 Day Cab Tractor	440,000	Diesel	67,818.00	6,505		8,392		
17	1XKADP9X0EJ401281	2014	Kenworth	Class 8 Sleeper Tractor	608,000	Diesel	40,364.50	16,004		4,233	3,160	
18	3HSDZAPR3KN084463	2019	International	Class 8 Sleeper Tractor	350,000	Diesel	94,000.00	2,000				
19	3HSDZAPR2KN762619	2019	International	Class 8 Sleeper Tractor	350,000	Diesel	94,000.00	2,000				
20	4V4NC9EH3DN569132	2013	Volvo	Class 8 Sleeper Tractor	500,000	Diesel	70,200.00	19,411		11,219		1,000
21	1XKAD49X6EJ415023	2014	Kenworth	Class 8 Sleeper Tractor	602,000	Diesel	70,222.50	17,296	\$500	5,104		15,848
22	3HSDJAPR5FN592351	2015	International	Class 8 Sleeper Tractor	504,000	Diesel	63,800.00	30,629		6,768		
23	4V4NB9EH2JN898807	2018	Volvo	Class 8 Sleeper Tractor	493,500	Diesel	140,200.00	62,237		3,160		1,000

L	M	N	O	P	Q	R	S	T
						<b>Source of Truck/Bus Sold:</b>		
		<b>Certified or Non</b>	<b>Retail or Whole</b>	<b>If wholesaled: To</b>		1 = Trade from New		<b>Trade-In Upon</b>
				1 = Wholesaler		2 = Trade from Used	<b>Franchise</b>	
						3 = Repos		
<b>IF Financed</b>	<b>Days in Sto</b>	1 = Certified	1 = Retail	2 = Auction	<b>If wholesaled: Ente</b>	4 = Auction Purchase	1 = In-Line	1 = YES
		2 = Non-Certified	2 = Wholesale	3 = Other Store	(\$)	5 = Finance Co.	2 = Non-In-Line	2 = NO
						6 = On Lease		
	149	2	1			1	2	2
	138	2	1			7	2	2
	27	2	1			1	1	2
	84	2	1			1	1	2
	84	2	1			1	1	2
	84	2	1			1	1	2
	84	2	1			1	1	2
	80	2	1			1	1	2
	34	2	1			8	1	2
	149	2	1			1	2	2
	182	2	1			1	2	2
	484	2	1			6	1	2
	484	2	1			6	1	2
	127	2	1			7	2	2
Retail Contract	34	2	1			1	1	2
	111	2	1			4	1	2
	166	2	1			1	2	2
	84	2	1			7	2	2
	84	2	1			7	2	2
	75	2	1			7	1	2
Retail Contract	6	1	1			7	2	2
	285	2	1			1	2	2
	13	2	1			1	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				

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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 = 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) ( <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.