

		Group & ID # A049-4,5,6				CLICK COLUMN HEADERS FOR INSTRUCTIONS		Used Truck/Bus Spec ALL COLUMNS A THRU T A		
		Phone # 571-620-8153								
		Dealership Name Kriete Truck Center - Milwaukee								
		STUDY MONTHS								
STOCK/VIN	A	B	C	D	E	F	G	H	I	
<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	
	<u>Year</u>	<u>Manufacturer</u>	<u>Market Segment</u>	<u>Odometer</u>	<u>Engine Type</u>	<u>Selling Price</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	Round to nearest dollar	
1	4V4MC9EH8DN564231	2013	VOLVO	Class 8 Day Cab Tractor	488,731	Diesel	38,065.50	-	14,899	
2	4V4NC9EH3KN202051	2019	VOLVO	Class 8 Sleeper Tractor	462,606	Diesel	95,300.00	9,500	-	
3	1M1K189Y77M033464	2007	MACK	Class 8 Day Cab Tractor	300,000	Diesel	58,506.00	11,734	17,266	
4	4V4N99EH0EN167309	2014	VOLVO	Class 8 Sleeper Tractor	950,000	Diesel	14,000.00	1,000	-	
5	3HSDJAPR6GN750259	2016	INTERNATIONAL NAVISTAR	Class 8 Sleeper Tractor	506,800	Diesel	40,323.00	(40,916)	15,516	
6	1M1AW21Y3GM011130	2016	MACK	Class 8 Sleeper Tractor	479,231	Diesel	46,757.00	(26,559)	3,559	
7	4V4NC9EH5LN246294	2020	VOLVO	Class 8 Sleeper Tractor	435,518	Diesel	110,099.50	(8,502)	12,627	
8	4V4MC9EG2GN967536	2016	VOLVO	Class 8 Day Cab Tractor	671,704	Diesel	30,377.50	(11,559)	6,459	
9	4V4N99EH0EN167312	2014	VOLVO	Class 8 Sleeper Tractor	950,000	Diesel	14,000.00	1,000	-	
10	4V4N99EH2EN167313	2014	VOLVO	Class 8 Sleeper Tractor	950,000	Diesel	14,000.00	1,000	-	
11	4V4NC9EH1DN131922	2013	VOLVO	Class 8 Sleeper Tractor	947,000	Diesel	23,003.00	12,647	53	
12	5PVNJ8AV5M5T50146	2021	HINO	Class 6/7 Conventional	150,764	Diesel	85,000.00	15,060	3,845	
13	4V4NC9EHXJN997646	2018	VOLVO	Class 8 Sleeper Tractor	487,586	Diesel	70,374.50	(35,030)	9,742	
14	1M1AW21Y4GM011136	2016	MACK	Class 8 Sleeper Tractor	479,765	Diesel	48,200.00	(34,308)	13,208	
15	1M1AW21Y0GM053223	2016	MACK	Class 8 Sleeper Tractor	464,294	Diesel	48,200.70	(24,267)	3,068	
16	4V4NB9EH0JN898806	2018	VOLVO	Class 8 Sleeper Tractor	487,500	Diesel	85,650.00	8,786	3,514	
17	4V4NB9EH2JN898810	2018	VOLVO	Class 8 Sleeper Tractor	487,500	Diesel	85,650.00	6,396	6,954	
18	4V4NB9EH6JN992818	2018	VOLVO	Class 8 Sleeper Tractor	483,866	Diesel	70,650.00	(6,231)	3,531	
19	4V4N99EH7EN167310	2014	VOLVO	Class 8 Sleeper Tractor	950,000	Diesel	14,000.00	904	96	
20	1XKYDP9X7JJ218517	2018	KENWORTH	Class 8 Sleeper Tractor	437,900	Diesel	70,374.50	(42,488)	7,388	
21	4V4NC9EH6KN873035	2019	VOLVO	Class 8 Sleeper Tractor	273,780	Diesel	110,364.50	(14,038)	2,938	
22	4V4NC9EH8KN873036	2019	VOLVO	Class 8 Sleeper Tractor	295,718	Diesel	110,364.50	(14,938)	4,838	
23	JALC4W160F7K01239	2015	ISUZU	Class 6/7 COE	157,000	Gas	14,803.00	6,932	7,568	

ial Study RE REQUIRED										
J	K	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	Franchise	Trade-In Upon
						1 = Wholesaler		2 = Trade from Used		
								3 = Repos		
Recon Sublet	Cash Down	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.	2 = Non-In-Line	2 = NO
								7 = Direct Purchase		
						4 = Other		8 = Dealer Consignment		
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	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		
-	-	Other	336	2	1				1	2
-	95,300		3	2	1				1	2
-	-		94	2	1				1	2
-	-		2	2	2	2			1	2
-	-		274	2	1				2	2
-	4,500	Other	360	2	1				1	2
-	-	Other	108	1	1				1	2
-	10,000	Other	326	2	1				1	2
-	-		14	2	2	2			1	2
-	-		14	2	2	2			1	2
-	-		9	2	1				1	2
-	1,000		199	2	1				1	2
-	15,000	Other	409	2	1				1	2
-	1,000		346	2	1				1	2
-	1,000		346	2	1				1	2
1,050	-	Other	56	2	1				1	2
-	-	Other	94	2	1				1	2
1,050	-	Other	94	2	1				1	2
-	-		23	2	2	2			1	2
-	-		317	2	1				2	2
-	-		101	2	1				1	2
-	-		101	2	1				1	2
-	1,000		84	2	1				2	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) (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.