



Group & ID # ATD049

Phone # 450-774-5000

Dealership Name Maska

STUDY MONTHS June

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	JJ996674	2018	KENWORTH	Class 8 Day Cab Tractor	210,639	Diesel	156,444	6,846	-	4,195	1,500	-
2	DJ959822	2013	KENWORTH	Class 8 Day Cab Tractor	433,970	Diesel	77,000	10,164	-	11,839	5,624	-
3	GJ980156	2016	KENWORTH	Class 8 Sleeper Tractor	802,074	Diesel	98,000	16,937	-	1,986	3,000	5,000
4	GD364646	2017	PETERBILT	Class 8 Sleeper Tractor	861,820	Diesel	85,000	(2,219)	2,800	11,183	4,075	-
5	JJ993304	2018	KENWORTH	Class 8 Day Cab Tractor	525,289	Diesel	165,000	37,730	-	-	1,875	-
6	ED214710	2014	PETERBILT	Class 8 Day Cab Tractor	1,062,177	Diesel	41,000	1,000	-	-	-	-
7	LJ964789	2020	KENWORTH	Class 8 Vocational	32,422	Diesel	275,300	20,799	-	4,234	4,000	5,000
8	KJ946061	2019	KENWORTH	Class 8 Day Cab Tractor	270,000	Diesel	189,500	18,244	-	2,327	900	3,000
9	LJ970380	2020	KENWORTH	Class 8 Day Cab Tractor	101,872	Diesel	209,000	52,630	3,416	2,012	5,905	5,000
10	JJ993280	2018	KENWORTH	Class 8 Sleeper Tractor	497,000	Diesel	146,000	13,000	1,826	5,363	4,932	2,500
11	JJ990809	2018	KENWORTH	Class 8 Day Cab Tractor	610,000	Diesel	93,000	500	-	1,020	350	-
12	KJ999193	2019	KENWORTH	Class 8 Sleeper Tractor	580,000	Diesel	97,000	1,000	-	-	-	-
13	LJ960455	2020	KENWORTH	Class 8 Day Cab Tractor	273,894	Diesel	180,000	15,935	-	-	-	5,000
14	LJ961442	2020	KENWORTH	Class 8 Day Cab Tractor	656,954	Diesel	131,000	4,974	-	2,308	1,025	3,000
17	HD364647	2017	PETERBILT	Class 8 Sleeper Tractor	1,037,001	Diesel	68,225	8	-	-	-	-
18	HJ988748	2017	KENWORTH	Class 8 Sleeper Tractor	1,129,691	Diesel	66,550	7,990	-	-	-	3,000
19	DJ960659	2013	KENWORTH	Class 8 Day Cab Tractor	1,156,700	Diesel	6,000	1,000	-	-	-	-
20	DD178352	2013	PETERBILT	Class 8 Day Cab Tractor	708,839	Diesel	21,000	1,000	-	-	-	-
21	KJ948215	2019	KENWORTH	Class 8 Day Cab Tractor	255,000	Diesel	160,000	16,193	-	-	300	3,000
22	MF975966	2021	KENWORTH	Class 8 Day Cab Tractor	120,000	Diesel	232,000	13,421	-	3,347	5,232	-
23	AJ944496	2010	KENWORTH	Class 8 Day Cab Tractor	1,315,588	Diesel	27,000	1,000	-	-	-	-

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
						7 = Direct Purchase		
				4 = Other		8 = Dealer Consignment		
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		
Retail Contract	34	1	1			7	1	2
Retail Contract	271	1	1			7	1	2
Retail Contract	111	1	1			7	1	2
Dealer Financed	140	1	1			7	2	2
Retail Contract	11	1	1			7	1	2
Retail Contract	1	2	2	1		1	2	2
Finance Lease	12	1	1			7	1	2
Retail Contract	83	1	1			7	1	2
Dealer Financed	32	1	1			6	1	2
Dealer Financed	39	1	1			7	1	2
Retail Contract	374	1	1			7	1	2
Retail Contract	30	2	2	1	-	7	1	2
Retail Contract	8	1	1			6	1	2
Finance Lease	41	1	1			1	1	2
Retail Contract	13	2	2	1	-	4	2	2
Retail Contract	20	1	1			1	1	2
Retail Contract	24	2	1	1		1	1	2
Retail Contract	10	2	2	1		7	2	2
Retail Contract	32	1	1			6	1	2
Finance Lease	7	1	1			7	1	2
Retail Contract	1	2	2	1		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				

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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.