

SMC Ford Programs for FEBRUARY

Sheet1

"PRESIDENT'S DAY SALES EVENT"

Year	Vehicle	Stock #	List Price	Retail Customer Cash	Retail Bonus Cash	Ford Credit Bonus	PRES DAY Bonus	BONUS & FAST CASH	*OWNER Loyalty	Ford Credit Low Apr	SMC Disc	Total Off	Sale Price
2016	Fiesta	FE928	\$17,975	\$500	\$1,750		\$500		\$750	0/0/0/0/2.9	\$500.00	4,000.00	\$13,975.00
2016	Focus FCTP	FE894	\$21,065	\$500	\$1,750		\$500		\$750	0/0/0/0/2.9	\$2,500.00	6,000.00	\$15,065.00 FCTP
2016	Taurus	FE958	\$32,405	\$3,750		\$1,000	\$500		\$750	0/0/0.9/2.9/3.9	\$1,500.00	7,500.00	\$24,905.00
2016	Edge	FE621	\$39,570	\$2,000	\$750	\$1,000	\$500		\$750	0/0/0/0/2.9	\$2,000.00	7,000.00	\$32,570.00
2016	F150 SC/CRW XL/XLT	FE792	\$46,009	\$1,750	\$1,000	\$500	\$500	\$1,500	\$750	0/0/0/1.9/2.9	\$4,000.00	10,000.00	\$36,009.00
2016	F150 SC/CRW XL/XLT 2.7	FE629	\$42,969	\$1,750	\$1,000	\$500	\$500	1500+300	\$750	0/0/0/1.9/2.9	\$3,700.00	10,000.00	\$32,969.00
2016	F-150 SC/CRW LRT	FD749	\$51,334	\$500		\$500	\$500	\$1,500	\$750	0/0/0/1.9/2.9	\$4,250.00	8,000.00	\$43,334.00
2017	C-Max Energi												
2017	Fiesta	FF37	\$17,245	\$250			\$500		\$750	0/0/0.9/2.9/3.9	\$500.00	2,000.00	\$15,245.00
2017	Focus	FE959	\$18,035	\$500	\$500	\$250	\$500		\$750	0/0/0/1.9/2.9	\$1,000.00	3,500.00	\$14,535.00
2017	Fusion Energi	FF164	\$34,270	\$1,000		\$750	\$500		\$750	0/0/0/0/2.9	\$1,500.00	4,500.00	\$29,770.00
2017	Fusion	FE578	\$23,380	\$250		\$500	\$500		\$750	0/0/0/0/2.9	\$1,500.00	3,500.00	\$19,880.00
2017	Mustang	FE591	\$28,070	\$1,500			\$500		\$750	0/1.9/1.9/3.9/4.9	\$1,500.00	4,250.00	\$23,820.00
2017	Flex	FF13	\$42,640	\$500			\$500		\$750	0/0.9/1.9/3.9/4.9	\$1,750.00	3,500.00	\$39,140.00
2017	Escape S/SE	FE858	\$24,880	\$3,000			\$500		\$750	0/0/0/0/2.9	\$1,750.00	6,000.00	\$18,880.00
2017	Escape Titanium	FE495	\$36,065	\$3,000			\$500		\$750	0/0/0/0.9/2.9	\$2,250.00	6,500.00	\$29,565.00
2017	Edge	FF171	\$31,920	\$1,000	500		\$500		\$750	0/0/1.9/2.9/3.9	\$1,750.00	4,500.00	\$27,420.00
2017	Explorer	FF42	\$35,335	\$1,500			\$500		\$750	0/0/0/0.9/2.9	\$2,250.00	5,000.00	\$30,335.00
2017	Expedition	FE944	\$70,651	\$2,000	\$2,750	\$750	\$500		\$750	0/0/0/1.9/2.9	\$4,250.00	11,000.00	\$59,651.00
2017	F150 XL-XLT 2.7	FF17	\$43,789	\$1,500	\$1,500	\$500	\$500	\$300	\$750	.9/1.9/2.9/4.9/5.9	\$3,450.00	8,500.00	\$35,289.00
2017	F150 XL-XLT	FE841	\$44,264	\$1,500	\$1,500	\$500	\$500		\$750	.9/1.9/2.9/4.9/5.9	\$3,750.00	8,500.00	\$35,764.00
2017	F150 LRT-KR-PLAT	FF75	\$54,374	\$250		\$500	\$500		\$750	.9/1.9/2.9/4.9/5.9	\$4,000.00	6,000.00	\$48,374.00
2017	F250 REG	FE925	\$42,614	\$500	500		\$500		\$750	2.9/3.9/4.9/6.9/7.9	\$2,250.00	4,500.00	\$38,114.00
2017	F250 SC/CRW	FE846	\$44,799	\$500	500		\$500		\$750	2.9/3.9/4.9/6.9/7.9	\$3,250.00	5,500.00	\$39,299.00

OWNER LOYALTY QUALIFIES WITH HOUSEHOLD OWNERSHIP OF A 95 OR NEWER FORD OR MERCURY

*****SEE A MANAGER FOR SMC DISCOUNT ON DEALER TRADES FOR SALES PRICES AND DISCOUNTS**

****2/16 CHANGES IN BURGUNDY