

Revised 05/04/16		Ford Programs for MAY					"MEMORIAL DAY SALES EVENT"								
				Retail Customer	Retail Bonus	Bonus Cust	Ford Credit	ECO BONUS	Ford Credit	0%/72 mos	Stand Alone	Stand Alone			
Year	Vehicle	Stock #	List Price	Cash	Cash	Cash	Bonus	Cash	Low Apr	Bonus	Alone	APR	SMC Disc	Total Off	Sale Price
2015	Fiesta	FC181	\$17,995	\$1,250			\$250		0/0/0/0		0%/72	0%/72	\$ 1,500.00	3,000.00	\$14,995.00
2015	Taurus	FD6594	\$34,515	\$2,950			\$1,750		0/0/0/0		0%/72	0%/72	\$ 2,900.00	7,800.00	\$26,915.00
2015	Edge	FD324	\$37,665	\$1,450			\$500		0/0/0/0		0%/72	0%/72	\$ 2,750.00	4,700.00	\$32,965.00
2016	Fiesta	FD756	\$16,445	\$1,000					0/0/0/1.9				\$ 500.00	1,500.00	\$14,945.00
2016	C-Max Hybrid	FD439	\$32,335	\$1,000			\$1,500		0/0/0/1.9				\$ 2,000.00	4,500.00	\$27,835.00
2016	Focus	FD984	\$19,580	\$1,000	\$1,000				0/0/0/0			0%/72	\$ 1,600.00	3,600.00	\$15,980.00
2016	Fusion	FE145	\$24,165	\$1,450			\$1,000		0/0/0/0	1000		0%/72	\$ 1,750.00	4,200.00	\$19,965.00
2016	Fusion Hybrid	FD486	\$31,825	\$1,000	\$1,000		\$500		0/0/0/1.9				\$ 2,500.00	5,000.00	\$26,825.00
2016	Fusion Energi	FE106	\$36,350	\$1,000	\$1,000		\$500		0/0/0/1.9				\$ 2,000.00	4,500.00	\$31,850.00
2016	Mustang	FD735	\$29,765	\$750					0/0/1.9/3.9				\$ 2,250.00	3,000.00	\$26,765.00
2016	Edge	0310	\$31,670	\$1,000			\$500		0/0/0/0			0%/72	\$ 1,700.00	2,700.00	\$28,970.00
2016	Escape	FE114	\$24,380	\$1,450			\$1,000		0/0/0/0	1000		0%/72	\$ 2,050.00	4,500.00	\$19,880.00
2016	Explorer	FE216	\$40,795	\$950					0/0/0/0			0%/72	\$ 2,550.00	3,500.00	\$37,295.00
2016	Explorer w/2.3 ECO	FE185	\$40,950	\$950				\$500/2.3 eco	0/0/0/0			0%/72	\$ 2,550.00	4,000.00	\$36,950.00
2016	Flex	FE138	\$36,725	\$900					0/1.9/2.9/4.9				\$ 2,100.00	3,000.00	\$33,725.00
2016	Expedition	FD204	\$68,340	\$1,450			\$1,000		0/0/0/1.9				\$ 3,550.00	6,000.00	\$62,340.00
2016	F-150 Reg Cab XL	FE75	\$29,749	\$1,000	\$500	\$1,500			0/0/0/4.9			0%/60	\$ 2,500.00	6,000.00	\$23,749.00
2016	F-150 SC/crw XL	FE20	\$45,129	\$1,000	\$500	\$1,500	500		0/0/0/4.9			0%/60	\$ 3,800.00	7,300.00	\$37,829.00
2016	F150 SC/CRW XL 2.	FD751	\$39,159	\$1,000	\$500	\$1,500	500	\$300 ECO	0/0/0/4.9			0%/60	\$ 3,500.00	7,300.00	\$31,859.00
2016	F-150 SC/CRW XLT	FD915	\$42,684	\$2,250	\$500	\$1,500	500		0/0/0/4.9			0%/60	\$ 4,250.00	9,000.00	\$33,884.00
2016	F150 SC/CRW XLT	FD916	\$45,569	\$2,250	\$500	\$1,500	500	\$300 + \$103	0/0/0/4.9			0%/60	\$ 4,247.00	9,400.00	\$36,169.00
2016	F-150 SC/CRW LRT	FD749	\$51,334	\$1,000	\$1,000		500		0/0/0/4.9			0%/60	\$ 4,500.00	7,000.00	\$44,334.00
2016	F150 SC/CRW KR/P	FE91	\$65,994	\$500	\$1,000		500		0/0/0/4.9			0%/60	\$ 5,000.00	7,000.00	\$58,994.00
2016	F250 Reg	FD2	\$39,029	\$3,000			\$750		0.9/1.9/2.9/4.9				\$ 3,300.00	7,050.00	\$31,979.00
2016	F250 SC/CRW	FD988	\$48,204	\$3,000			\$750		0.9/1.9/2.9/4.9				\$ 4,250.00	8,000.00	\$40,204.00
2016	F250 LRT/KR/Plat	FE129	\$58,289	\$3,000	\$500		750+500		0.9/1.9/2.9/4.9				\$ 4,250.00	9,000.00	\$49,289.00
2017	Escape	FE209	\$24,880	\$250					0.9/1.9/2.9/4.9				\$ 1,750.00	2,000.00	\$22,880.00

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