



ORDERED VEHICLE PRICING

Order Category	Discount Offered for This Grouping	Comments
Full -Size Van GVRW of 10000 lbs or less including cargo van - Fleet Option - Percent of Discount off MSRP	3%	
Gas Pickup Trucks Small GVRW of 6000 lbs or less - Fleet Option - Percent of Discount off MSRP	5%	
Gas Pickup Trucks Large GVRW of 6000 to 8500 lbs - Fleet Option - Percent of Discount off MSRP	5%	
Gas Pickup Trucks Large GVRW of 8501 to 10000 lbs - Fleet Option - Percent of Discount off MSRP	5%	
Diesel Pickup Trucks Small GVRW of 6000 lbs or less - Fleet Option - Percent of Discount off MSRP	5%	
Diesel Pickup Trucks Large GVRW of 6000 to 8500 lbs - Fleet Option - Percent of Discount off MSRP	5%	
Diesel Pickup Trucks Large GVRW of 8501 to 10000 lbs - Fleet Option - Percent of Discount off MSRP	5%	
Sport-Utility Vehicles - Fleet Option - Percent of Discount off MSRP	3-4%	DEPENDS ON MODEL
Alternative -Fuel Vehicles - Fleet Option - Percent of Discount off MSRP	3%	
Hybrid-Electric - Fleet Option - Percent of Discount off MSRP	3%	
Electric - Fleet Option - Percent of Discount off MSRP	3%	
Electric Full -Size Van GVRW of 10000 lbs or less including cargo van - Fleet Option - Percent of Discount off MSRP	5%	
Electric Pickup Trucks Large GVRW of 6000 to 8500 lbs - Fleet Option - Percent of Discount off MSRP	4%	
Electric Sport-Utility Vehicles - Fleet Option - Percent of Discount off MSRP	3%	
Electric Severe Duty Emergency and Law Enforcement Vehicles (sedans pickups utility vehicles vans) - Fleet Option - Percent of Discount off MSRP	3%	

Electric Police Cars - Fleet Option - Percent of Discount off MSRP	3%	MACH-E
Severe Duty Emergency and Law Enforcement Vehicles (sedans pickups utility vehicles vans) - Fleet Option - Percent of Discount off MSRP	4%	

IN STOCK/INCOMING INVENTORY PRICING

In Stock Category	Discount Offered for This Grouping	Comments
Police Cars - Fleet Option - Percent of Discount off MSRP	3%	
Cab and Chassis Vehicles GVRW of 10 000 lbs or less - Fleet Option - Percent of Discount off MSRP	5%	
Bodies for Vehicles GVRW of 10 000 lbs or less - Fleet Option - Percent of Discount off MSRP	8%	
Full -Size Van GVRW of 10000 lbs or less including cargo van - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Gas Pickup Trucks Small GVRW of 6000 lbs or less - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Gas Pickup Trucks Large GVRW of 6000 to 8500 lbs - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Gas Pickup Trucks Large GVRW of 8501 to 10000 lbs - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Diesel Pickup Trucks Small GVRW of 6000 lbs or less - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Diesel Pickup Trucks Large GVRW of 6000 to 8500 lbs - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Diesel Pickup Trucks Large GVRW of 8501 to 10000 lbs - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE

Sport-Utility Vehicles - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Alternative -Fuel Vehicles - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Hybrid - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Full -Size Van GVRW of 10000 lbs or less including cargo van - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Pickup Trucks Large GVRW of 6000 to 8500 lbs - Off the Lot Option - Percent of Discount off MSRP	1%	MUST BE FLEET ORDERED UNIT
Electric Pickup Trucks Large GVRW of 8501 to 10000 lbs - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Sport-Utility Vehicles - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Severe Duty Emergency and Law Enforcement Vehicles (sedans pickups utility vehicles vans) - Off the Lot Option - Percent of Discount off MSRP	2%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Police Cars - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Electric Cab and Chassis Vehicles GVRW of 10 000 lbs or less - Off the Lot Option - Percent of Discount off MSRP	NA	NO PRODUCT OFFERING FROM FORD
Severe Duty Emergency and Law Enforcement Vehicles (sedans pickups utility vehicles vans) - Off the Lot Option - Percent of Discount off MSRP	3%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Police Cars - Off the Lot Option - Percent of Discount off MSRP	3%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE

Cab and Chassis Vehicles GVRW of 10 000 lbs or less - Off the Lot Option - Percent of Discount off MSRP	1%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Bodies for Vehicles GVRW of 10 000 lbs or less - Off the Lot Option - Percent of Discount off MSRP	5%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE
Optional equipment - Percent of Discount off MSRP	5%	OFF THE LOT UNITS FROM RETAIL STORE MUST CHARGE FOR OPTIONS ADDED FOR RETAIL INVENTORY - FLEET UNITS DO NOT HAVE ANY ADDITIONAL ADDED EQUIPMENT - TRADED UNITS ARE PURCHASED OVER MSRP AND DISCOUNT WOULD BE CALCULATED FROM PURCHASE PRICE

OUT OF STOCK USED VEHICLES

Used Vehicle Purchase Options - Wholesale Blue Book Option - Dealer discount not to exceed a maximum of XX.XX%	5%	VARIABLES BY MODEL AND AMOUNT OF INVENTORY ON LOT - THIS PRICING FLUCTUATES WITH THE CURRENT MARKET
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SERVICE, PARTS AND MAINTENANCE PLANS

Replacement Parts Materials and Supplies - Percent of Discount off Printed/Published Price Sheets	5%	ALL PARTS AND MATERIALS ARE LISTED ON FORDPARTS.COM
Maintenance Service Plans - Percent of Discount off Printed/Published Price Sheets	10%	SEE PRICE SHEET
Extended Warranty - Percent of Discount off Printed/Published Price Sheets	10%	SEE PRICE SHEET