

## X-Plan Pricing Examples

### Formula:

Ford	Invoice -	$(0.4\% * \text{Invoice}) +$	Administration Fee <sup>1</sup>	= X-Plan Price	MSRP	X-Plan Savings
Lincoln	Invoice +	$(0.6\% * \text{Invoice}) +$	Administration Fee <sup>1</sup>	= X-Plan Price		

### Examples:

Ford 2013 Fiesta	\$	20,143.76	80.58	275.00	\$	20,338.18	20,660.00	\$	321.82
Ford 2013 Flex	\$	38,916.87	155.67	275.00	\$	39,036.20	41,285.00	\$	2,248.80
Lincoln 2013 MKX	\$	43,149.87	258.90	275.00	\$	43,683.77	46,010.00	\$	2,326.23

<sup>1</sup> \$275 Administration Fee for 2010MY and greater vehicles, \$75 Administration Fee for 2009MY and prior vehicles.

DEALER 24A 008

VIN 3FADP4FJ1DM143861

	Suggested Retail Price	Invoice Amount
FIESTA 5-DOOR HATCH TITANIUM	18200.00	17518.00
2013 MODEL YEAR		
NQ YELLOW BLAZE METALLIC TRI-COAT	495.00	442.00
LB BLACK LEATHER SEAT		
INCLUDED ON THIS VEHICLE EQUIPMENT GROUP 300A		
OPTIONAL EQUIPMENT		
99J .1.6L TIVCT DURATECH DOHC I4	NC	NC
44C .5-SPD MANUAL TRANSMISSION	NC	NC
425 50 STATE EMISSIONS	NC	NC
53P INT PRCTCT PKG*DLR-INSTLD-ACCY	150.00	135.00
59E EXT PRCTCT PKG*DLR-INSTLD-ACCY	225.00	201.00
60E PREMIUM SPORT APPEARANCE PKG	795.00	710.00
.SINGLE WING SPOILER-LRG VEH P		
.BELT LINE MOLDING BLACK		
.16" POLISHED ALLOY WHEEL		
.DECKLID MOLDING (CHARCOAL)		
.FRONT PARKING LAMP W/BLK BZ		
L LEATHER TRIMMED SEATS	NC	NC
TOTAL OPTIONS	1665.00	1488.00
TOTAL VEHICLE & OPTIONS	19865.00	19006.00
DESTINATION & DELIVERY	795.00	795.00
TOTAL FOR VEHICLE	20660.00	
FUEL CHARGE		44.76
ADVERTISING ASSESSMENT		298.00
SHIPPING WEIGHT 2434 LBS.		
TOTAL	20660.00	20143.76

MSRP

Invoice

This invoice may not reflect the final cost of the vehicle in view of the possibility of future rebates, allowances, discounts and incentive awards from Ford Motor Company to the dealer.

		Order Type	Ramp Code	Batch ID	Price Level
		1	RV3T	CJ281	315
Ship to (if other than above)	Date Inv. Prepared	Item Number	Transit Days		
	09 28 12	24-J03C	35		
Ship Through					
Invoice & Unit Identification NO.	Final Assembly Point	Finance Company and/or Bank			
3FADP4FJ1DM143861	CUAUTITLAN	Ford Motor Credit		000001	
		X Plan			
		20338.18			

X-Plan



DEALER 48F 434

VIN 2FMHK6C88DBD16781

	Suggested Retail Price	Invoice Amount
K6C5 FLEX AWD-SEL 2013 MODEL YEAR	35175.00	32801.00
TK MINERAL GRAY METALLIC LW CHARCOAL BLACK LEATHER		
INCLUDED ON THIS VEHICLE EQUIPMENT GROUP 202A	3000.00	2618.00
OPTIONAL EQUIPMENT		
64R .18" PAINTED ALUM WHEELS		
998 .3.5L TIVCT V6 ENGINE	NC	NC
.6-SPEED SELECTSHIFT AUTO TRAN		
TC8 P235/60TR18 BSW A/S TIRES		
16W ALL WEATHER RUBBER FLOOR MATS	75.00	66.00
21D 2ND ROW 40/40 SEATS-AUTOFOLD	650.00	568.00
52N VOICE ACTIVATED NAVIGATION SYS	795.00	694.00
53G CLASS III TRAILER TOW PKG	570.00	497.00
68B ROOF RAILS	195.00	170.00
MONOCHROMATIC ROOF		
L LEATHER TRIMMED SEATS	NC	NC
TOTAL OPTIONS	5285.00	4613.00
TOTAL VEHICLE & OPTIONS	40460.00	37414.00
DESTINATION & DELIVERY	825.00	825.00
<b>TOTAL FOR VEHICLE</b>	<b>41285.00</b>	
FUEL CHARGE		70.87
ADVERTISING ASSESSMENT		607.00
SHIPPING WEIGHT 4492 LBS.		
<b>TOTAL</b>	<b>41285.00</b>	<b>38916.87</b>

MSRP

Invoice

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		Order Type	Ramp Code	Batch ID	Price Level
		2	RM59	CH271	315
Ship to (if other than above)	Date Inv. Prepared	Item Number	Transit Days		
	08 27 12	48-Q362	07		
Ship Through					
Invoice & Unit Identification NO.	Final Assembly Point	Finance Company and/or Bank			
2FMHK6C88DBD16781	OAKVILLE	Ford Motor Credit		000001	
		X Plan			
		39036.20			

X-Plan



DEALER 45L 130

VIN 2LMDJ8JK1DBL14385

	Suggested Retail Price	Invoice Amount
J8JW MKX AWD 101A 2013 MODEL YEAR J1 KODIAK BROWN METALLIC CL STNE PRM LTH SEATS W/PIPING	41395.00	38911.00
INCLUDED ON THIS VEHICLE EQUIPMENT GROUP 101A PREMIUM PACKAGE AMBIENT LIGHTING REVERSE CAMERA ADAPTIVE HID HEADLAMPS BLIND SPOT MONITORING SYS	2850.00	2509.00
OPTIONAL EQUIPMENT		
99K .3.7L V6 DURATEC ENGINE	NC	NC
44J .SELECTSHIFT AUTOMATIC TRANS	NC	NC
JOB #2 ORDER		
53G CLASS II TRAILER TOW PKG	395.00	348.00
76W WOOD PACKAGE	495.00	436.00
TOTAL OPTIONS	3740.00	3293.00
TOTAL VEHICLE & OPTIONS	45135.00	42204.00
DESTINATION & DELIVERY	875.00	875.00
<b>TOTAL FOR VEHICLE</b>	<b>46010.00</b>	
FUEL CHARGE		70.87
SHIPPING WEIGHT 4280 LBS.		
<b>TOTAL</b>	<b>46010.00</b>	<b>43149.87</b>

MSRP

Invoice

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		Order Type 2	Ramp Code RM59	Batch ID CH151	Price Level 315
Ship to (if other than above)		Date Inv. Prepared 08 15 12	Item Number 45-X181	Transit Days 06	
		Ship Through			
Invoice & Unit Identification NO. 2LMDJ8JK1DBL14385	Final Assembly Point OAKVILLE	Finance Company and/or Bank Ford Motor Credit 000001			
		X Plan 43683.77		X-Plan	

This invoice to be used for the billing of vehicles only

Dealer's copy