

Brief Description	2018 F-150 REGULAR CAB PICKUP 4X4	
Delivery location(s)	CROSSVILLE	
Delivery Region	Region 1	
Volume Required (Enter: number of vehicles being purchased)	1	
Delivery Date	TBD	

**Instructions for Dealers**

- Before completing this worksheet, please ensure you have reviewed the Detailed Vehicle Specifications included in addition to this worksheet
- For all cells highlighted in green, dealer shall provide a pricing or descriptive response based on the Detailed Vehicle Specification
- Blue cells are calculations that cannot be changed directly
- In addition to this worksheet, dealer must submit a detailed specification sheet for the make/model being proposed

Description	Price
Manufacturer's Vehicle Base Invoice Price	\$30,424.00
Manufacturer's Optional Equipment, Add-On Invoice Price	\$3,079.16
Manufacturer's Additional Charges / Fees	
Manufacturer's Vehicle Destination Charges	\$1,295.00
State of Tennessee's Tire Environmental Fee on New Motor Vehicles	\$5.00
Manufacturer's Fleet Incentives	\$(9,596.00)
Additional Fleet Incentives, Discounts & Rebates	
<b>Sub-Total</b>	<b>\$25,207.16</b>
Dealer Cost of After Market Add-ons	\$5.50
Dealer after market service fee	6.00%
<b>Sub Total - After Market Fees</b>	<b>\$5.83</b>
Dealer Profit	\$341.00
<b>Vehicle Cost</b>	<b>\$25,553.99</b>
Prompt Pay Discount (NET 30)	0%
<b>TOTAL VEHICLE COST</b>	<b>\$25,553.99</b>
Number Vehicles Purchased	1
<b>TOTAL EXTENDED COST</b>	<b>\$25,553.99</b>

Region	Dealer Profit	Prompt Pay Discount	Dealer After Market Svc. Fee
Region 1	\$341.00	0%	6.00%
Region 2	\$341.00	0%	6.00%
Region 3	\$341.00	0%	5.00%
Region 4	\$341.00	0%	6.00%

Notes
Validated from Manufacturer's Invoice to Dealer
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State of Tennessee's Tire Environmental Fee is: \$5.00 for a motor vehicle with four or fewer wheels (not including spare); \$10.00 for a motor vehicle with fewer than 11 wheels (not including spare); and \$15.00 for motor vehicle with 11 or more wheels (not including spare)
Refer to Section 2.4.4 Dealer and Manufacturer Discounts, Incentives & Rebates of the Specifications

Validated from Third Party's Manufacturer/Supplier's Invoice to Dealer
If able to decrease Dealer after market fee, enter lower discount amount here (enter as positive number) Example Lowering Fee from 6.00% to 4.00%

If able to decrease Dealer Profit, enter lower profit amount here (enter as positive number)
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If able to increase prompt pay discount, enter additional discount here (enter as positive number)
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