

CHRYSLER



ESC NJ CARS, CROSSOVERS/SUVS & TRUCKS BID FOR MODEL YEAR 2018

BID SHEET FORM A, PRICING SHEET

ALL BIDDERS MUST BE AUTHORIZED DEALERS.

BID FOR DISCOUNT ON EXTENDED WARRANTY(IES): 5 %

ATTACH WITH YOUR BID ANY EXTENDED WARRANTIES FOR THE VEHICLES YOU ARE BIDDING ON. COMMENTS: Must add commercial use surcharge on all warranties purchased.

BID FOR DISCOUNT ON PARTS: 32 %

ENTER THE PUBLISHED BASIS FOR DETERMINING COST OF PARTS:

Manufacturer's discount _____

UPON REQUEST, VENDORS MUST SUPPLY ESCNJ MEMBERS WITH AN ITEMIZED LIST OF PARTS SHOWING THE REGULAR PRICE AND THE MEMBER PRICE.

HOURLY RATE FOR REPAIRS AT YOUR LOCATION:

Year One of contract for 2018 models: \$ 105.00

Year Two if extended for 2019 models: \$ 110.00

Year Three if extended for 2020 models: \$ 115.00

BID FOR UNLISTED OPTIONAL EQUIPMENT: 15 % UPCHARGE OVER Invoice Price to Dealer

CUT-OFF DATE FOR THE ACCEPTANCE OF ORDERS FOR CURRENT YEAR VEHICLES: Not posted yet

MANUFACTURER'S REBATES: Are you willing to extend any and all offered manufacturer's rebates to ESCNJ members? YES _____ NO X

Will you extend your discounts off of post 2018 manufactured price lists for subsequent year models if asked to extend your contract? Yes X No _____ (not a factor in determining bid award for 2018 models)

Please provide a list of additional services you may offer co-op members.

Upfit of vehicle emergency lights and equipment _____



EDUCATIONAL SERVICES COMMISSION OF NEW JERSEY

1660 STELTON ROAD, PISCATAWAY, NEW JERSEY 08854

Bid Sheet Form B: Pricing Sheet

ESCNJ Co-op Members are located throughout all twenty-one counties in New Jersey. This RFB may be approved on a county, regional, or State-wide basis. Please select the counties in which your company offers products and services. You may submit different pricing for different counties, or a comprehensive discount for multiple counties on one sheet. You **may not** submit more than one bid per county.

Below, please indicate the county(ies) to which you agree to deliver your product and include the optional delivery charge for each county to which you will deliver; if you choose free delivery, you must so indicate. Customers have the right to pick up products at your location at no charge or to accept delivery at their location for the charge you list below.

We service all counties in New Jersey YES NO

Atlantic	\$ 225.00	Mercer	\$ 175.00
Bergen	\$ 175.00	Middlesex	\$ 175.00
Burlington	\$ 250.00	Monmouth	\$ 175.00
Camden	\$ 250.00	Morris	\$ 125.00
Cape May	\$ 275.00	Ocean	\$ 250.00
Cumberland	\$ 250.00	Passaic	\$ 175.00
Essex	\$ 175.00	Salem	\$ 225.00
Gloucester	\$ 250.00	Somerset	\$ 175.00
Hudson	\$ 175.00	Sussex	\$ 175.00
Hunterdon	\$ 175.00	Union	\$ 175.00
		Warren	\$ 175.00

Beyer of Morristown
 Company Name
Barbara Beyer
 Authorized Representative (Print name)
 Authorized Signature: *Barbara M Beyer*

November 17, 2017
 Date
Member
 Title

BEYER

Beyer of Morristown
200 Ridgedale Ave.
Morristown, NJ 07962



Fiat Chrysler does not have a published price list for Chrysler, Dodge, Jeep, and Ram vehicles and options. MSRP pricing can be found on www.fcagroup.com.

Installation cost \$81.15 per hour.

Price List Discounts off MSRP:

Angel Armor	20%
American Aluminum	4%
Brooking	19%
Code 3	50%
Gamber Johnson	34%
Havis	25%
HiNT	15%
Kussmaul	19%
Magnetic Mic	9%
MNStar	47%
Pro-Gard	24%
Rockland	9%
Setina	14%
Sho-Able	39%
Sound-Off	45%
Star	37%
Streamlight	19%
TecNiq	30%
Tremco	4%
TruckVault	10%
Unity	39%
Whelen	45%

Vehicle pricing provided is base model which may not include automatic transmission or air-conditioning on certain vehicles.

Government sales and vehicle upfit is provided at our dedicated fleet facility Beyer Fleet at 31 Williams Parkway, East Hanover, NJ 07936 - (973) 319-7000.

CHRYSLER 300 TOURING – 2020 CUTOFF 9/3/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
Touring AWD	\$33,835.00	18.4%	5%	14.4%
Touring RWD	\$31,085.00	19.1%	5%	15.1%
Limited AWD	\$42,840.00	15.3%	5%	11.3%
Limited RWD	\$40,090.00	16.2%	5%	12.2%
300S AWD	\$40,940.00	15.9%	5%	11.9%
300S RWD	\$38,190.00	16.3%	5%	12.3%
300C	\$43,490.00	15.1%	5%	11.1%

DODGE JOURNEY – 2020 CUTOFF TBD				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
SE FWD	\$24,990.00	23%	5%	19%
CROSSROAD FWD	\$30,090.00	19.5%	5%	15.5%

DODGE CHARGER – 2020 CUTOFF 9/3/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
SXT RWD	\$31,390.00	28.7%	5%	24.7%
R/T RWD	\$37,890.00	23.9%	5%	19.9%
POLICE RWD CUTOFF 11/13/2019	\$34,240.00	35.4%	5%	31.4%
POLICE AWD CUTOFF 11/1/2019	\$39,070.00	38.7%	5%	34.7%

DODGE CHALLENGER – 2020 CUTOFF 9/3/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
SXT RWD	\$29,490.00	8.8%	5%	4.8%
R/T RWD	\$36,090.00	6.8%	5%	2.8%
GT AWD	\$35,490.00	6.8%	5%	2.8%

DODGE RAM 1500 – 2020 CUTOFF 10/8/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
Tradesman 4 x 2 Reg. Cab 6'4' box	\$29,640.00	34.8%	5%	30.8%
Tradesman 4 x 2 Reg. Cab 8' box	\$29,640.00	34.8%	5%	30.8%
Tradesman 4 x 2 Quad Cab 6'4 box	\$33,540.00	39.3%	5%	35.3%
Tradesman 4 x 2 Crew Cab 5'7 box	\$36,140.00	37.4%	5%	33.4%
Tradesman 4 x 2 Crew Cab 6'4 box	\$36,840.00	36.9%	5%	32.9%
Tradesman 4 x 4 Reg. Cab 6'4 box	\$34,240.00	36.1%	5%	32.1%
Tradesman 4 x 4 Reg. Cab 8' box	\$34,240.00	36.1%	5%	32.1%
Tradesman 4 x 4 Quad 6'4 box	\$37,040.00	37.9%	5%	33.9%
Tradesman 4 x 4 Crew Cab 5'7 box	\$39,840.00	34.9%	5%	30.9%
Tradesman 4 x 4 Crew Cab 6'4 box	\$40,440.00	34.6%	5%	30.6%
SSV 4 x 4 Crew Cab 5'7 box	\$43,070.00	38.5%	5%	34.5%

Vehicle Index

New and Used



Refer to complete listing of Ineligible Vehicles and Usage on page 8. If a vehicle make or model is not listed, the vehicle is ineligible for Ford and Lincoln Protect coverage.

Model	New and Used Plans		
	2016 MY and Newer	2010 MY – 2015 MY	2009 MY & Prior
200	C	C	E
300	D	C	E
300 AWD	E	D	F
Aspen 2WD/Hybrid	n/a	n/a	E
Aspen 4WD/Hybrid	n/a	n/a	F
Concorde	n/a	n/a	E
Crossfire	n/a	n/a	H
Grand Voyager 2WD	n/a	n/a	E
Grand Voyager AWD	n/a	n/a	F
Pacifica 2WD	C	n/a	E
Pacifica 4WD	D	n/a	F
Prowler	n/a	n/a	G
PT Cruiser	n/a	C	D
Sebring	n/a	C	E
Town & Country Van	C	C	E
Town & Country Van AWD	D	D	F
Voyager 2WD	n/a	n/a	E
Voyager AWD	n/a	n/a	F

DODGE (See page 6 for RAM vehicles)

Model	New and Used Plans		
	2016 MY and Newer	2010 MY – 2015 MY	2009 MY & Prior
Avenger	C	C	D
Caliber	n/a	C	D
Caravan 2WD	n/a	n/a	E
Caravan AWD	n/a	n/a	F
Challenger	D	C	F
Charger 2WD	D	C	E
Charger AWD	E	D	F
Dakota 2WD	n/a	C	D
Dakota 4WD	n/a	D	F
Dart	C	C	n/a
Durango 2WD	D	C	E
Durango 4WD	E	D	F
Grand Caravan	C	C	E
Grand Caravan AWD	D	D	F
Intrepid	n/a	n/a	E
Journey 2WD	D	C	E
Journey AWD	E	D	F
Magnum	n/a	n/a	E
Neon	n/a	n/a	C
Nitro 2WD	n/a	C	E
Nitro AWD	n/a	D	F
Sprinter	n/a	D	D
Stratus	n/a	n/a	D

FIAT

Model	New Plans	Used Plans
Eligible Models	B	B

FREIGHTLINER

Model	New Plans		Used Plans
	2015 MY – Present	2014 MY & Prior	
Sprinter	D	D	D

GENESIS*

Model	New Plans		Used Plans
	2017 MY – Present	2016 MY & Prior	
All Models	D	F	F

GMC

Model	New and Used Plans		
	2016 MY and Newer	2007 MY – 2015 MY	2006 MY & Prior
Acadia 2WD	C	B	n/a
Acadia AWD	E	D	n/a
Canyon 2WD Gas	C	B	D
Canyon 4WD Gas	E	D	F
Canyon 2WD DSL	G	F	n/a
Canyon 4WD DSL	H	G	n/a
Envoy 2WD	C	B	D
Envoy 4WD	E	D	F
Jimmy 2WD	n/a	n/a	D
Jimmy 4WD	n/a	n/a	F
Safari 2WD	n/a	n/a	D
Safari AWD	n/a	n/a	F
Savana 2WD Gas	C	B	D
Savana AWD Gas	E	D	F
Savana 2WD DSL	G	F	H
Savana AWD DSL	H	G	I
Pickup/Sierra 2WD Gas	C	B	D
Pickup/Sierra 4WD Gas	E	D	F
Pickup/Sierra 2WD DSL	G	F	H
Pickup/Sierra 4WD DSL	H	G	I
Sonoma 2WD	n/a	n/a	D
Sonoma 4WD	n/a	n/a	F
Terrain 2WD	C	B	n/a
Terrain 4WD	E	D	n/a
Yukon 2WD Gas/Hybrid	C	B	D
Yukon 4WD Gas/Hybrid	E	D	F
Yukon 2WD DSL	G	F	H
Yukon 4WD DSL	H	G	I

HONDA

Model	New Plans	Used Plans
Accord/Hybrid	B	C
Civic	B	B
Crosstour 2WD	B	B
Crosstour 4WD	C	C
CR-V 2WD	B	C
CR-V 4WD	B	D
CR-Z/Hybrid	B	C
Element 2WD	B	C
Element 4WD	B	D
Fit	B	B
Fit EV Hybrid/Plug In	A	A
HR-V 2WD	B	C
HR-V 4WD	B	D
Insight	B	C
Odyssey	C	C
Passport 2WD	C	C
Passport 4WD	C	D
Pilot 2WD	C	C
Pilot 4WD	C	D
Ridgeline	C	D
S2000	C	D

*See vehicle-specific Powertrain Wrap page for new vehicles.

Vehicle Index

New and Used



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Refer to complete listing of Ineligible Vehicles and Usage on page 8. If a vehicle make or model is not listed, the vehicle is ineligible for Ford and Lincoln Protect coverage.

HYUNDAI*			
Model	New Plans		Used Plans
	2017 MY – Present	2016 MY & Prior	
Accent	B	D	D
Azera	C	E	E
Elantra	B	D	D
Entourage	C	E	E
Equus	E	G	G
Genesis	D	F	F
Ioniq Electric	A	n/a	A
Ioniq Hybrid/Plug In	B	n/a	D
Santa Fe 2WD	C	E	E
Santa Fe 4WD	D	F	F
Scoupe	D	F	F
Sonata/Hybrid	C	E	E
Tiburon	n/a	D	D
Tucson 2WD	B	D	D
Tucson 4WD	B	D	D
Veracruz 2WD	C	E	E
Veracruz 4WD	D	F	F
Veloster	B	D	D
XG300/XG350	C	E	E

INFINITI		
Model	New Plans	Used Plans
All Models	G	G

ISUZU		
Model	New and Used Plans	
	2015 MY – Present	2014 MY & Prior
2WD Models	C	E
4WD Models	D	F

JAGUAR		
Model	New Plans	Used Plans
Eligible Models	J	J

JEEP			
Model	New and Used Plans		
	2016 MY and Newer	2010 MY – 2015 MY	2009 MY & Prior
2WD	D	C	E
4WD	E	D	F
Diesel	E	E	I

KIA*			
Model	New Plans		Used Plans
	2017 MY – Present	2016 MY & Prior	
Amanti	C	E	E
Borrego 2WD	C	E	E
Borrego 4WD	D	F	F
Cadenza	C	n/a	E
Forte	B	D	D
K900	F	G	G
Niro/Hybrid	C	n/a	E
Optima/Hybrid	B	D	D
Rio	B	D	D
Rondo	B	D	D
Sedona	C	E	E
Sephia	B	D	D
Sorento 2WD	C	E	E
Sorento 4WD	D	F	F
Soul Electric	A	n/a	C
Soul Gas/Hybrid	B	D	D
Spectra	B	D	D
Sportage 2WD	B	D	D
Sportage 4WD	B	D	D

LEXUS		
Model	New Plans	Used Plans
Eligible Models	G	G

MAZDA		
Model	New Plans	Used Plans
B-Series Pickup 2WD	C	C
B-Series Pickup 4WD	D	D
CX-3	B	B
CX-5	D	D
CX-7	E	E
CX-9 2WD	D	D
CX-9 AWD	E	E
Mazda2	B	B
Mazda3/Speed3	B	B
Mazda5 2WD	D	D
Mazda5 AWD	E	E
Mazda6	C	C
Millenia	E	E
MPV 2WD	D	D
MPV AWD	E	E
MX-5 Miata	C	C
Protégé	B	B
RX-8	E	E
Tribute 2WD	D	D
Tribute 4WD	E	E
626	D	D

MERCEDES-BENZ		
Model	New Plans	Used Plans
Eligible Models	J	J

*See vehicle-specific Powertrain Wrap page for new vehicles.



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Vehicle Index

New and Used

Refer to complete listing of Ineligible Vehicles and Usage on page 8. If a vehicle make or model is not listed, the vehicle is ineligible for Ford and Lincoln Protect coverage.

MINI			
Model	New Plans		Used Plans
All Models	G		G
MITSUBISHI*			
Model	New Plans		Used Plans
	2017 MY – Present	2016 MY & Prior	
Diamante	n/a	G	G
Eclipse	C	E	E
Endeavor 2WD	C	E	E
Endeavor 4WD	D	F	F
Galant	C	E	E
i MiEV	A	B	B
Lancer 2WD	B	C	C
Lancer AWD	C	D	D
Mirage	B	C	C
Montero 2WD	n/a	E	E
Montero 4WD	n/a	F	F
Outlander 2WD	C	E	E
Outlander 4WD	D	F	F
Raider 2WD	n/a	E	E
Raider 4WD	n/a	F	F
RVR 2WD	B	C	C
RVR 4WD	C	D	D
NISSAN			
Model	New Plans		Used Plans
Altima/Hybrid	C		C
Armada 2WD	D		D
Armada 4WD	E		E
Cube	C		C
Frontier 2WD	C		C
Frontier 4WD	E		E
Juke FWD	C		C
Juke AWD	D		D
Leaf	A		A
Maxima	D		D
Murano 2WD	D		D
Murano AWD	E		E
Pathfinder 2WD	D		D
Pathfinder 4WD	E		E
Pickup 2WD	D		D
Pickup 4WD	E		E
Rogue 2WD/Hybrid	B		B
Rogue 4WD/Hybrid	C		C
Quest	D		D
Sentra	B		B
Titan 2WD Gas	B		B
Titan 4WD Gas	D		D
Titan 2WD DSL	F		F
Titan 4WD DSL	G		G
Versa	B		B
Xterra 2WD	D		D
Xterra 4WD	E		E
350Z/370Z	E		E
200/1500/2500/3500 NV	D		D

OLDSMOBILE			
Model	New and Used Plans		
	2007 MY – Present	2006 MY & Prior	
Alero	n/a	D	
Aurora	n/a	G	
Bravada 2WD	n/a	D	
Bravada 4WD/AWD	n/a	G	
Intrigue	n/a	D	
Silhouette 2WD	n/a	D	
Silhouette AWD	n/a	G	
PONTIAC			
Model	New and Used Plans		
	2007 MY – Present	2006 MY & Prior	
Aztek 2WD	n/a	D	
Aztek 4WD	n/a	G	
Bonneville	n/a	G	
Firebird	n/a	G	
G3	B	n/a	
G5	B	C	
G6	B	D	
G8	C	D	
Grand Am	n/a	C	
Grand Prix	C	D	
GTO	n/a	G	
Montana 2WD	B	D	
Montana 4WD	D	F	
Solstice	C	D	
Sunfire	n/a	C	
Torrent 2WD	B	D	
Torrent AWD	D	F	
Vibe 2WD	B	D	
Vibe AWD	D	F	
RAM			
Model	New and Used Plans		
	2016 MY and Newer	2010 MY – 2015 MY	2009 MY & Prior
C/V Tradesman	D	C	n/a
Pickup 2WD Gas	C	C	D
Pickup 4WD Gas	D	D	F
Pickup 2WD DSL	F	D	H
Pickup 4WD DSL	G	E	I
Promaster Gas	D	C	n/a
Promaster DSL	E	D	n/a
Van/Wagon 2WD	D	C	E
Van/Wagon AWD	E	D	F

*See vehicle-specific Powertrain Wrap page for new vehicles.

Ineligible Vehicles and Usage



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Ineligible Models*

Make	Model
Acura	NSX
Audi	R8 R9 R20 Any model with 8 or more cylinders
BMW	6 Series M Series 7 Series Z8 i8
Cadillac	V Series XLR
Chevrolet	Camaro ZL1 Corvette Z06 Corvette 427 Corvette ZR1
Chrysler	SRT
Dodge	SRT Stealth Viper
Ford	Foose F-150 GT Mustang: Cobra R, All Roush Performance Modified Vehicles (except Stage 1 and Stage 2), Shelby GT500KR, GTS, and Supersnake All Saleen modified vehicles Transit Connect Electric

Make	Model
Honda	Civic Natural Gas FCX Clarity
Jaguar	F-Type XK Series XJ Series
Jeep	SRT
Lexus	LF-A RC F
Mercedes-Benz	AMG S Class CL Class SL Class G Class SLR Class Kompressor
Nissan	GT-R
Volkswagen	Phaeton Any model with W12 engine
Any vehicle with fuel cells	

Ineligible Brands*

Brand
Alfa Romeo Fisker Maserati Rolls Royce
Aston Martin HUMMER Maybach Saab
Bentley Lamborghini McLaren Suzuki
Bugatti Land Rover Porsche Tesla
Ferrari Lotus Wheego
Any other vehicles not specifically referenced in the Vehicle Index

Ineligible Usage* (Except Limited, Basic and Engine Maintenance Plans)

- Taxis
- Performance modified vehicles (including Hennessey)
- 4x2-equipped vehicles modified for 4x4/AWD capabilities
- **Any other vehicles not specifically referenced in the Vehicle Index**
- Vehicles used for:
 - Competitive driving
 - Racing
 - Off-road use
- Vehicles with a:
 - Voided warranty
 - Branded title
 - Salvaged title
- Fuel cell vehicles
- Incomplete vehicles (e.g., chassis cabs, cutaways, stripped chassis) except Ford, Chevrolet, Dodge, and GMC

*For TireCARE, DentCARE, WindshieldCARE, TripleCARE, EtchCARE, and SurfaceCARE, see plan specific pages for ineligible models/brands/usage.

New Plans – PremiumCARE



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Prices based on \$100 deductible		A	B	C	D	E	F	G	H	I	J
3-Year Plan	48,000 Miles	775	845	910	980	1,045	1,115	1,205	1,270	1,395	2,240
	60,000 Miles	910	990	1,090	1,180	1,270	1,350	1,465	1,565	1,720	2,490
	75,000 Miles	1,170	1,270	1,430	1,575	1,720	1,845	2,035	2,185	2,330	3,045
	100,000 Miles	1,700	1,855	2,140	2,310	2,420	2,520	2,665	2,785	2,980	4,180
	125,000 Miles	2,250	2,345	2,515	2,665	2,810	2,945	3,145	3,305	3,570	5,185
4-Year Plan	48,000 Miles	835	900	990	1,060	1,135	1,205	1,305	1,385	1,520	2,345
	60,000 Miles	980	1,060	1,170	1,270	1,375	1,465	1,600	1,710	1,880	2,615
	75,000 Miles	1,260	1,375	1,555	1,710	1,880	2,015	2,230	2,315	2,445	3,235
	100,000 Miles	1,765	1,925	2,230	2,355	2,470	2,575	2,725	2,850	3,055	4,310
	125,000 Miles	2,290	2,385	2,565	2,720	2,875	3,020	3,220	3,390	3,665	5,360
5-Year Plan	36,000 Miles	675	730	790	835	880	925	980	1,035	1,125	1,780
	48,000 Miles	880	955	1,060	1,135	1,225	1,305	1,420	1,510	1,655	2,440
	60,000 Miles	1,045	1,135	1,260	1,375	1,485	1,585	1,735	1,855	2,050	2,740
	75,000 Miles	1,350	1,475	1,675	1,855	2,035	2,195	2,330	2,415	2,555	3,430
	100,000 Miles	1,800	1,970	2,290	2,415	2,540	2,650	2,815	2,950	3,165	4,495
6-Year Plan	36,000 Miles	730	790	855	910	970	1,025	1,105	1,160	1,260	2,015
	48,000 Miles	980	1,060	1,170	1,270	1,375	1,465	1,600	1,710	1,890	2,620
	60,000 Miles	1,150	1,250	1,405	1,540	1,675	1,790	1,970	2,115	2,295	2,970
	75,000 Miles	1,520	1,655	1,890	2,115	2,285	2,370	2,495	2,595	2,765	3,805
	100,000 Miles	2,025	2,205	2,385	2,525	2,665	2,790	2,970	3,120	3,365	4,850
7-Year Plan	36,000 Miles	865	935	1,025	1,115	1,195	1,270	1,385	1,475	1,620	2,420
	48,000 Miles	1,195	1,295	1,465	1,610	1,755	1,890	2,095	2,250	2,365	3,110
	60,000 Miles	1,430	1,555	1,780	1,970	2,170	2,290	2,405	2,500	2,655	3,610
	75,000 Miles	1,935	2,115	2,350	2,490	2,630	2,755	2,940	3,085	3,335	4,815
	100,000 Miles	2,215	2,325	2,505	2,665	2,825	2,965	3,175	3,345	3,625	5,310
8-Year Plan	36,000 Miles	990	1,070	1,180	1,285	1,375	1,465	1,585	1,700	1,855	2,595
	48,000 Miles	1,375	1,485	1,675	1,845	2,015	2,170	2,320	2,400	2,530	3,390
	60,000 Miles	1,645	1,790	2,050	2,255	2,360	2,445	2,580	2,685	2,865	3,965
	75,000 Miles	2,230	2,330	2,515	2,675	2,835	2,980	3,195	3,360	3,645	5,350
	100,000 Miles	2,380	2,485	2,695	2,875	3,060	3,220	3,465	3,660	3,980	5,920

Deductibles/Options	36,000 Miles	48,000 Miles	60,000 Miles	75,000 Miles	100,000 Miles	125,000 Miles	150,000 Miles
Disappearing Deductible (+)	105	120	150	195	320	440	520
\$0 Deductible (+)	130	150	180	310	455	575	675
\$50 Deductible (+)	20	30	50	120	150	195	225
\$200 Deductible (-)	•	•	•	(130)	(160)	(200)	(250)
First-Day Rental Delete (-)	0	(10)	(15)	(20)	(50)	(70)	(90)
Enhanced Rental Option (+) \$60 per Day	40	50	55	60	95	125	145
Lincoln: 2017 MY Pickup/Delivery* (+)	•	•	165	330	570	815	1,040
Lincoln: 2016 MY & Prior Pickup/Delivery* (+)	725	950	1,050	1,200	1,435	1,680	1,905
Interior/Exterior Lighting Delete (-)	0	(20)	(40)	(55)	(75)	(105)	(155)
Key Services Delete (-) <i>Not available in all 50 states. See www.fmcdealer.com for details.</i>	3 Years (30)	4 Years (40)	5 Years (50)	6 Years (60)	7 Years (70)	8 Years (80)	

*Lincoln Pickup/Delivery (up to 2 days of rental, including First-Day Rental).

Surcharges – Add to Cost (+)	
\$100	Plans sold beyond 12 months/12,000 miles, whichever comes first, and within the New Vehicle Limited Warranty
\$200	Plans sold beyond 36 months/36,000 miles (Ford and Competitive-Make) or 48 months/50,000 miles (Lincoln), whichever comes first (12/12 surcharge included.)
\$150	Turbocharger/Superchargers for gasoline engines (Competitive-Make vehicles only.)
\$250	Commercial use (Includes Ford Police Interceptor and police non-pursuit units.)
\$695	Snowplow (See Snowplow Eligibility Requirements in the Definition of Terms.)
\$755	SPECIALTY – Emergency (fire, ambulance, police pursuit units – except Ford Police Interceptor), limo, livery, shuttle, tow truck (Commercial use surcharge included.)

Eligibility Requirements	
•	Plans must be purchased within 5 months/5,000 miles from the expiration of the New Vehicle Limited Warranty
•	Lincoln Pickup/Delivery cannot be combined with the First-Day Rental Option
•	Coverage begins at the warranty start date and zero miles and expires at the earlier of the number of months purchased or the number of miles purchased

Unique Plan Exclusions – See Page 8 for Ineligible Vehicles and Usage	
•	All Incomplete, cab & chassis and cutaway vehicles (See Incomplete Plans/see Definition of Terms under Incomplete Vehicles for VIN and Body Code details.)
•	All trucks with the box removed or deleted (See Incomplete Plans.)

New Plans – ExtraCARE



PROTECT™
Multi-State Retail

Prices based on \$100 deductible		A	B	C	D	E	F	G	H	I	J
3-Year Plan	48,000 Miles	610	665	720	765	810	855	925	970	1,060	1,710
	60,000 Miles	675	745	810	880	945	1,000	1,080	1,160	1,270	2,080
	75,000 Miles	835	925	1,035	1,135	1,250	1,340	1,475	1,575	1,755	2,560
	100,000 Miles	1,205	1,330	1,530	1,710	1,880	2,050	2,265	2,350	2,490	3,375
	125,000 Miles	1,600	1,765	2,035	2,260	2,365	2,465	2,605	2,720	2,910	4,105
	150,000 Miles	2,300	2,415	2,595	2,750	2,910	3,060	3,270	3,440	3,725	5,520
4-Year Plan	48,000 Miles	655	710	775	820	880	935	1,000	1,060	1,160	1,880
	60,000 Miles	730	800	880	945	1,025	1,090	1,180	1,260	1,385	2,265
	75,000 Miles	910	1,000	1,135	1,250	1,360	1,465	1,610	1,735	1,945	2,695
	100,000 Miles	1,260	1,385	1,600	1,790	1,970	2,140	2,310	2,400	2,545	3,465
	125,000 Miles	1,665	1,835	2,115	2,305	2,415	2,515	2,665	2,785	2,980	4,220
	150,000 Miles	2,340	2,455	2,640	2,815	2,980	3,130	3,355	3,535	3,825	5,685
5-Year Plan	36,000 Miles	575	630	665	700	730	765	800	845	910	1,420
	48,000 Miles	700	765	835	890	955	1,015	1,090	1,160	1,260	2,035
	60,000 Miles	775	855	945	1,025	1,115	1,180	1,285	1,375	1,510	2,355
	75,000 Miles	980	1,080	1,225	1,350	1,485	1,600	1,765	1,900	2,125	2,850
	100,000 Miles	1,285	1,420	1,690	1,890	2,095	2,260	2,375	2,470	2,625	3,605
	125,000 Miles	1,690	1,870	2,230	2,365	2,485	2,595	2,750	2,875	3,085	4,405
	150,000 Miles	2,350	2,470	2,710	2,900	3,080	3,245	3,475	3,665	3,980	5,960
6-Year Plan	36,000 Miles	620	675	720	765	800	845	900	935	1,015	1,600
	48,000 Miles	775	845	925	990	1,070	1,125	1,225	1,305	1,440	2,290
	60,000 Miles	865	945	1,060	1,160	1,250	1,340	1,465	1,565	1,735	2,525
	75,000 Miles	1,105	1,215	1,385	1,540	1,700	1,835	2,035	2,195	2,350	3,110
	100,000 Miles	1,450	1,600	1,845	2,070	2,270	2,360	2,490	2,595	2,770	3,860
	125,000 Miles	1,915	2,105	2,335	2,470	2,605	2,725	2,900	3,040	3,280	4,750
	150,000 Miles	2,495	2,625	2,850	3,050	3,255	3,435	3,695	3,905	4,265	6,470
7-Year Plan	36,000 Miles	720	790	845	910	970	1,025	1,105	1,170	1,270	2,050
	48,000 Miles	925	1,015	1,135	1,240	1,350	1,440	1,585	1,700	1,880	2,640
	60,000 Miles	1,070	1,170	1,330	1,475	1,610	1,735	1,925	2,070	2,280	2,990
	75,000 Miles	1,420	1,555	1,810	2,035	2,255	2,345	2,475	2,580	2,760	3,840
	100,000 Miles	1,600	1,755	2,050	2,275	2,390	2,490	2,640	2,760	2,960	4,190
	125,000 Miles	2,095	2,275	2,450	2,605	2,760	2,895	3,100	3,260	3,530	5,190
	150,000 Miles	2,610	2,755	3,015	3,250	3,480	3,685	3,990	4,230	4,635	7,125
8-Year Plan	36,000 Miles	835	900	970	1,045	1,115	1,180	1,270	1,350	1,465	2,295
	48,000 Miles	1,060	1,160	1,305	1,420	1,555	1,655	1,825	1,960	2,160	2,850
	60,000 Miles	1,225	1,350	1,530	1,700	1,845	1,990	2,215	2,305	2,435	3,250
	75,000 Miles	1,630	1,790	2,080	2,290	2,405	2,510	2,660	2,780	2,985	4,230
	100,000 Miles	1,835	2,015	2,295	2,430	2,560	2,675	2,850	2,985	3,215	4,630
	125,000 Miles	2,320	2,430	2,630	2,810	2,985	3,140	3,375	3,560	3,870	5,780
	150,000 Miles	2,815	2,980	3,280	3,550	3,815	4,045	4,400	4,675	5,140	8,005

Deductibles/Options	36,000 Miles	48,000 Miles	60,000 Miles	75,000 Miles	100,000 Miles	125,000 Miles	150,000 Miles
Disappearing Deductible (+)	75	90	115	160	295	425	475
\$0 Deductible (+)	95	110	140	200	370	495	575
\$50 Deductible (+)	15	20	30	40	60	90	120
\$200 Deductible (-)	•	•	•	(100)	(140)	(180)	(220)
First-Day Rental Delete (-)	0	(10)	(15)	(20)	(50)	(70)	(90)
Enhanced Rental Option (+) \$60 per Day	40	50	55	60	95	125	145
Key Services Delete (-) <i>Not available in all 50 states. See www.fmcdealer.com for details.</i>	3 Years (30)	4 Years (40)	5 Years (50)	6 Years (60)	7 Years (70)	8 Years (80)	

Surcharges – Add to Cost (+)	
\$100	Plans sold beyond 12 months/12,000 miles, whichever comes first, and within the New Vehicle Limited Warranty
\$200	Plans sold beyond 36 months/36,000 miles (Ford and Competitive-Make) or 48 months/50,000 miles (Lincoln), whichever comes first (12/12 surcharge included.)
\$150	Turbocharger/Superchargers for gasoline engines (Competitive-Make vehicles only.)
\$200	Commercial use (Includes Ford Police Interceptor and police non-pursuit units.)
\$695	Snowplow (See Snowplow Eligibility Requirements in the Definition of Terms.)
\$755	SPECIALTY – Emergency (fire, ambulance, police pursuit units – except Ford Police Interceptor), limo, livery, shuttle, tow truck (Commercial use surcharge included.)

Eligibility Requirements

- Plans must be purchased within 5 months/5,000 miles from the expiration of the New Vehicle Limited Warranty
- Coverage begins at the warranty start date and zero miles and expires at the earlier of the number of months purchased or the number of miles purchased

Unique Plan Exclusions – See Page 8 for Ineligible Vehicles and Usage

- All Incomplete, cab & chassis and cutaway vehicles (See Incomplete Plans/see Definition of Terms under Incomplete Vehicles for VIN and Body Code details.)
- All trucks with the box removed or deleted (See Incomplete Plans.)

New Plans – BaseCARE



PROTECT™
Multi-State Retail

Prices based on \$100 deductible		A	B	C	D	E	F	G	H	I	J
3-Year Plan	48,000 Miles	575	630	665	710	745	790	835	880	945	1,510
	60,000 Miles	630	685	755	800	855	900	970	1,025	1,115	1,810
	75,000 Miles	755	835	935	1,015	1,105	1,170	1,285	1,360	1,510	2,370
	100,000 Miles	1,070	1,180	1,340	1,485	1,630	1,755	1,945	2,105	2,300	3,030
	150,000 Miles	2,095	2,280	2,420	2,550	2,685	2,795	2,970	3,110	3,345	4,815
4-Year Plan	48,000 Miles	610	665	720	765	810	845	900	945	1,025	1,655
	60,000 Miles	675	745	800	865	925	970	1,045	1,115	1,215	1,980
	75,000 Miles	835	910	1,015	1,105	1,205	1,285	1,405	1,495	1,665	2,480
	100,000 Miles	1,115	1,225	1,405	1,555	1,700	1,845	2,035	2,205	2,345	3,110
	150,000 Miles	2,150	2,310	2,470	2,605	2,730	2,865	3,040	3,190	3,420	4,965
5-Year Plan	36,000 Miles	550	595	630	655	685	710	745	775	820	1,285
	48,000 Miles	655	710	765	810	865	910	980	1,035	1,115	1,780
	60,000 Miles	730	800	865	935	990	1,060	1,135	1,215	1,315	2,170
	75,000 Miles	890	980	1,090	1,195	1,305	1,395	1,530	1,645	1,825	2,600
	100,000 Miles	1,150	1,260	1,475	1,645	1,800	1,945	2,160	2,290	2,415	3,225
	150,000 Miles	2,195	2,330	2,525	2,675	2,815	2,945	3,140	3,305	3,550	5,195
6-Year Plan	36,000 Miles	595	640	675	710	745	775	820	855	910	1,420
	48,000 Miles	710	775	845	900	955	1,015	1,090	1,160	1,260	2,035
	60,000 Miles	800	865	955	1,035	1,115	1,180	1,285	1,375	1,510	2,350
	75,000 Miles	1,000	1,090	1,225	1,350	1,485	1,585	1,755	1,880	2,105	2,825
	100,000 Miles	1,285	1,405	1,610	1,800	1,980	2,140	2,305	2,395	2,535	3,435
	150,000 Miles	2,340	2,450	2,630	2,805	2,970	3,110	3,320	3,500	3,785	5,610
7-Year Plan	36,000 Miles	675	730	790	835	880	935	990	1,045	1,135	1,790
	48,000 Miles	845	925	1,025	1,105	1,195	1,270	1,385	1,485	1,630	2,435
	60,000 Miles	970	1,060	1,180	1,295	1,420	1,510	1,665	1,790	1,990	2,720
	75,000 Miles	1,240	1,360	1,575	1,755	1,935	2,105	2,290	2,375	2,520	3,410
	100,000 Miles	1,405	1,540	1,780	1,990	2,195	2,305	2,430	2,530	2,690	3,700
	150,000 Miles	2,440	2,560	2,775	2,965	3,150	3,310	3,565	3,765	4,090	6,145
8-Year Plan	36,000 Miles	775	845	900	955	1,015	1,070	1,135	1,205	1,305	2,060
	48,000 Miles	970	1,060	1,180	1,270	1,375	1,465	1,585	1,710	1,880	2,610
	60,000 Miles	1,115	1,215	1,360	1,485	1,630	1,735	1,915	2,060	2,265	2,940
	75,000 Miles	1,420	1,565	1,810	2,015	2,230	2,325	2,445	2,545	2,710	3,735
	100,000 Miles	1,620	1,765	2,050	2,265	2,370	2,465	2,605	2,720	2,905	4,065
	150,000 Miles	2,105	2,280	2,445	2,590	2,735	2,855	3,050	3,205	3,450	5,025

Deductibles/Options	36,000 Miles	48,000 Miles	60,000 Miles	75,000 Miles	100,000 Miles	125,000 Miles	150,000 Miles
Disappearing Deductible (+)	65	70	85	135	195	260	350
\$0 Deductible (+)	80	85	105	170	245	325	425
\$50 Deductible (+)	15	15	20	25	45	70	90
\$200 Deductible (-)	•	•	•	(85)	(125)	(160)	(200)
First-Day Rental Delete (-)	0	(10)	(15)	(20)	(50)	(70)	(90)
Enhanced Rental Option (+) \$60 per Day	40	50	55	60	95	125	145
Key Services Delete (-) <i>Not available in all 50 states. See www.fmcdealer.com for details.</i>	3 Years (30)	4 Years (40)	5 Years (50)	6 Years (60)	7 Years (70)	8 Years (80)	

Surcharges – Add to Cost (+)	
\$100	Plans sold beyond 12 months/12,000 miles, whichever comes first, and within the New Vehicle Limited Warranty
\$200	Plans sold beyond 36 months/36,000 miles (Ford and Competitive-Make) or 48 months/50,000 miles (Lincoln), whichever comes first (12/12 surcharge included.)
\$150	Turbocharger/Superchargers for gasoline engines (Competitive-Make vehicles only.)
\$150	Commercial use (Includes Ford Police Interceptor and police non-pursuit units.)
\$695	Snowplow (See Snowplow Eligibility Requirements in the Definition of Terms.)
\$755	SPECIALTY – Emergency (fire, ambulance, police pursuit units – except Ford Police Interceptor), limo, livery, shuttle, tow truck (Commercial use surcharge included.)

Eligibility Requirements	
•	Plans must be purchased within 5 months/5,000 miles from the expiration of the New Vehicle Limited Warranty
•	Coverage begins at the warranty start date and zero miles and expires at the earlier of the number of months purchased or the number of miles purchased

Unique Plan Exclusions – See Page 8 for Ineligible Vehicles and Usage	
•	All Incomplete, cab & chassis and cutaway vehicles (See Incomplete Plans/see Definition of Terms under Incomplete Vehicles for VIN and Body Code details.)
•	All trucks with the box removed or deleted (See Incomplete Plans.)

New Plans – PowertrainCARE



PROTECT™
Multi-State Retail

Prices based on \$100 deductible		A	B	C	D	E	F	G	H	I	J
3-Year Plan	75,000 Miles	710	775	845	910	990	1,045	1,135	1,205	1,315	2,185
	100,000 Miles	955	1,060	1,195	1,315	1,430	1,540	1,690	1,825	2,025	2,770
	125,000 Miles	1,260	1,395	1,575	1,745	1,900	2,050	2,250	2,330	2,450	3,285
	150,000 Miles	1,855	2,060	2,285	2,400	2,505	2,600	2,735	2,855	3,035	4,290
4-Year Plan	75,000 Miles	755	835	910	990	1,070	1,135	1,240	1,315	1,450	2,315
	100,000 Miles	1,000	1,105	1,250	1,375	1,495	1,610	1,765	1,900	2,115	2,830
	125,000 Miles	1,315	1,450	1,645	1,810	1,980	2,140	2,290	2,375	2,500	3,360
	150,000 Miles	1,935	2,140	2,325	2,440	2,550	2,655	2,790	2,920	3,105	4,395
5-Year Plan	75,000 Miles	810	890	990	1,070	1,160	1,240	1,340	1,440	1,585	2,415
	100,000 Miles	1,035	1,135	1,315	1,450	1,585	1,700	1,880	2,025	2,250	2,925
	125,000 Miles	1,350	1,485	1,735	1,915	2,095	2,250	2,355	2,445	2,580	3,490
	150,000 Miles	1,970	2,170	2,380	2,500	2,620	2,725	2,885	3,020	3,220	4,585
6-Year Plan	36,000 Miles	565	610	640	675	700	720	765	790	835	1,270
	48,000 Miles	675	730	790	835	880	925	990	1,035	1,125	1,780
	60,000 Miles	745	810	880	945	1,015	1,060	1,150	1,215	1,330	2,150
	75,000 Miles	900	990	1,105	1,205	1,305	1,395	1,530	1,645	1,825	2,590
	100,000 Miles	1,150	1,260	1,430	1,575	1,735	1,855	2,050	2,215	2,350	3,100
	125,000 Miles	1,495	1,645	1,880	2,070	2,265	2,340	2,455	2,555	2,710	3,715
	150,000 Miles	2,185	2,315	2,475	2,600	2,745	2,855	3,030	3,180	3,410	4,920
7-Year Plan	36,000 Miles	640	700	730	775	820	855	910	945	1,025	1,575
	48,000 Miles	790	855	935	1,000	1,070	1,135	1,240	1,305	1,430	2,275
	60,000 Miles	880	955	1,070	1,160	1,260	1,340	1,465	1,565	1,720	2,515
	75,000 Miles	1,115	1,215	1,385	1,540	1,690	1,825	2,015	2,170	2,335	3,070
	100,000 Miles	1,250	1,375	1,565	1,745	1,915	2,060	2,265	2,345	2,480	3,320
	125,000 Miles	1,630	1,790	2,050	2,270	2,370	2,455	2,590	2,700	2,885	4,015
	150,000 Miles	2,305	2,410	2,580	2,745	2,895	3,025	3,225	3,390	3,670	5,365
8-Year Plan	36,000 Miles	730	800	845	890	945	980	1,045	1,080	1,180	1,810
	48,000 Miles	900	980	1,070	1,150	1,225	1,305	1,420	1,495	1,645	2,430
	60,000 Miles	1,015	1,105	1,225	1,330	1,450	1,540	1,675	1,800	1,980	2,705
	75,000 Miles	1,285	1,395	1,585	1,765	1,935	2,095	2,280	2,360	2,495	3,340
	100,000 Miles	1,440	1,575	1,800	2,005	2,195	2,300	2,415	2,510	2,665	3,630
	125,000 Miles	1,880	2,060	2,295	2,425	2,540	2,635	2,790	2,915	3,130	4,430
	150,000 Miles	2,465	2,585	2,780	2,975	3,145	3,290	3,520	3,710	4,030	5,980

Deductibles/Options	36,000 Miles	48,000 Miles	60,000 Miles	75,000 Miles	100,000 Miles	125,000 Miles	150,000 Miles
Disappearing Deductible (+)	50	55	60	75	95	135	175
\$0 Deductible (+)	60	65	75	90	115	175	225
\$50 Deductible (+)	15	15	15	20	25	55	70
\$200 Deductible (-)	•	•	•	(50)	(70)	(110)	(150)
First-Day Rental Delete (-)	0	(10)	(15)	(20)	(50)	(70)	(90)
Enhanced Rental Option (+) \$60 per Day	40	50	55	60	95	125	145
Key Services Delete (-) <i>Not available in all 50 states. See www.fmcdealer.com for details.</i>	3 Years (30)	4 Years (40)	5 Years (50)	6 Years (60)	7 Years (70)	8 Years (80)	

Surcharges – Add to Cost (+)	
\$100	Plans sold beyond 12 months/12,000 miles, whichever comes first, and within the New Vehicle Limited Warranty
\$200	Plans sold beyond 36 months/36,000 miles (Ford and Competitive-Make) or 48 months/50,000 miles (Lincoln), whichever comes first (12/12 surcharge included.)
\$150	Turbocharger/Superchargers for gasoline engines (Competitive-Make vehicles only.)
\$100	Commercial use (Includes Ford Police Interceptor and police non-pursuit units.)
\$695	Snowplow (See Snowplow Eligibility Requirements in the Definition of Terms.)
\$755	SPECIALTY – Emergency (fire, ambulance, police pursuit units – except Ford Police Interceptor), limo, livery, shuttle, tow truck (Commercial use surcharge included.)

- Eligibility Requirements**
- Plans must be purchased within 5 months/5,000 miles from the expiration of the New Vehicle Limited Warranty
 - Coverage begins at the warranty start date and zero miles and expires at the earlier of the number of months purchased or the number of miles purchased

- Unique Plan Exclusions – See Page 8 for Ineligible Vehicles and Usage**
- All Incomplete, cab & chassis and cutaway vehicles (See Incomplete Plans/see Definition of Terms under Incomplete Vehicles for VIN and Body Code details.)
 - All trucks with the box removed or deleted (See Incomplete Plans.)