



CARS

CROSSOVERS/SUVS

TRUCKS

FORD FUSION – 2020 CUT OFF DATE 2/28/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
S FWD	\$24,165.00	25.8%	5%	21.8%
SE FWD	\$25,495.00	23.0%	5%	19.0%
Hybrid SE FWD	\$28,995.00	11.5%	5%	7.5%
Hybrid Responder FWD	\$31,140.00	12.1%	5%	8.1%
Titanium FWD	\$35,445.00	16.9%	5%	12.9%
Hybrid Titanium FWD	\$35,590.00	9.9%	5%	5.9%
SE AWD	\$28,085.00	20.0%	5%	16.0%
Titanium AWD	\$37,445.00	16.5%	5%	12.5%

FORD EDGE – 2020 CUTOFF TBD				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
SE FWD	\$32,195.00	14.1%	5%	10.1%
SEL FWD	\$35,450.00	13.7%	5%	9.7%
Titanium FWD	\$39,195.00	12.0%	5%	8.0%
SE AWD	\$34,190.00	13.8%	5%	9.8%
SEL AWD	\$37,445.00	13.5%	5%	9.5%
Titanium AWD	\$41,190.00	11.9%	5%	7.9%

FORD F150 - 2020 CUTOFF 5/29/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
XL 2 WD Reg. Cab 6 ½ Box	\$30,090.00	30.7%	5%	26.7%
XL 2 WD Reg. Cab 8' Box	\$30,390.00	30.5%	5%	26.5%
XL 2WD Super Cab 6 ½' Box	\$34,175.00	36.1%	5%	32.1%
XL 2WD Super Cab 8' Box	\$35,480.00	35.1%	5%	31.1%
XL 2WD Super Crew Cab 5 ½' Box	\$36,630.00	36.6%	5%	32.6%
XL 2WD Super Crew Cab 6 ½' Box	\$37,935.00	35.7%	5%	31.7%
XL 4 WD Reg. Cab 6 ½ Box	\$34,735.00	30.9%	5%	26.9%
XL 4 WD Reg. Cab 8 Box	\$35,035.00	30.7%	5%	26.7%
XL 4WD Super Cab , 6 1/2' box	\$37,605.00	35.9%	5%	31.9%
XL 4WD Super Cab , 8 box	\$39,860.00	34.4%	5%	30.4%
XL 4WD Super Crew, 5 ½ box	\$40,140.00	34.3%	5%	30.3%
XL 4WD Super Crew 6 ½ box	\$42,395.00	33.0%	5%	29.0%
XLT 2WD Reg Cab 6 ½ box	\$36,105.00	28.5%	5%	24.5%
XLT 2 WD Reg Cab 8' box	\$36,405.00	28.3%	5%	24.3%
XLT 2WD Super Cab 6 ½ box	\$39,015.00	34.2%	5%	30.2%
XLT 2WD Super Cab 8' box	\$40,320.00	33.5%	5%	29.5%
XLT 2WD Super Crew 5 ½' box	\$41,365.00	35.0%	5%	31.0%
XLT 2WD Super Crew 6 ½ box	\$42,670.00	32.1%	5%	28.1%
XLT 4WD Reg. Cab 6 1/2' box	\$39,530.00	29.7%	5%	25.7%
XLT 4WD Reg. Cab 8' box	\$39,830.00	29.5%	5%	25.5%
XLT 4WD Super Cab 6 ½' box	\$42,440.00	34.4%	5%	30.4%
XLT 4WD Super Cab 8' box	\$44,695.00	33.2%	5%	29.2%
XLT 4WD Super Crew 5 ½' box	\$44,860.00	33.2%	5%	29.2%
XLT 4WD Super Crew 6 ½	\$47,115.00	32.1%	5%	28.1%
Lariat 2WD Super Cab 6 ½ ' box	\$44,595.00	30.5%	5%	26.5%
Lariat 2WD Super Cab 8 ' box	\$44,895.00	30.4%	5%	26.4%
Lariat 2WD Super Crew 5 1/2 ' box	\$46,955.00	31.4%	5%	27.4%
Lariat 2WD Super Crew 6 1/2 ' box	\$47,255.00	31.3%	5%	27.3%

FORD F150 - 2020 CUTOFF 5/29/2020				
MODEL	BASE MODEL MSRP	DISCOUNT %	DISCOUNT % OFF OPTIONS	DISCOUNT % FROM LOT
Lariat 4WD Super Cab 6 ½' box	\$48,020.00	31.0%	5%	27.0%
Lariat 4WD Super Cab 8' box	\$49,270.00	30.5%	5%	26.5%
Lariat 4WD Super Crew 5 ½ box	\$50,380.00	30.1%	5%	26.1%
Lariat 4WD Super Crew 6 ½ box	\$51,630.00	29.6%	5%	25.6%
King Ranch 2WD Super Crew 6 ½ box	\$54,635.00	28.3%	5%	24.3%
King Ranch 2WD Super Crew 5 ½ box	\$54,335.00	28.4%	5%	24.4%
King Ranch 4WD Super Crew 5 ½ box	\$57,760.00	27.4%	5%	23.4%
King Ranch 4WD Super Crew 6 1/2 box	\$58,060.00	27.4%	5%	23.4%
Platinum 2WD Super Crew 5 ½ box	\$56,865.00	27.7%	5%	23.7%
Platinum 2WD Super Crew 6 ½ box	\$57,165.00	27.6%	5%	23.6%
Platinum 4WD Super Crew 5 ½ box	\$60,290.00	26.8%	5%	22.8%
Platinum 4WD Super Crew 6 ½ box	\$60,590.00	26.7%	5%	22.7%
Limited 2WD Super Crew 5 ½ box	\$69,080.00	26.1%	5%	22.1%
Limited 4WD Super Crew 5 ½ box	\$72,505.00	25.4%	5%	21.4%
Police Responder 4WD Super Crew 5 ½ box	\$45,110.00	14.8%	5%	10.8%

ESCNJ 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	\$	<u>225.00</u>
Bergen	\$	<u>175.00</u>
Burlington	\$	<u>250.00</u>
Camden	\$	<u>250.00</u>
Cape May	\$	<u>275.00</u>
Cumberland	\$	<u>250.00</u>
Essex	\$	<u>175.00</u>
Gloucester	\$	<u>250.00</u>
Hudson	\$	<u>175.00</u>
Hunterdon	\$	<u>175.00</u>

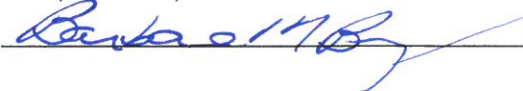
Mercer	\$	<u>175.00</u>
Middlesex	\$	<u>175.00</u>
Monmouth	\$	<u>175.00</u>
Morris	\$	<u>125.00</u>
Ocean	\$	<u>250.00</u>
Passaic	\$	<u>175.00</u>
Salem	\$	<u>225.00</u>
Somerset	\$	<u>175.00</u>
Sussex	\$	<u>175.00</u>
Union	\$	<u>175.00</u>
Warren	\$	<u>175.00</u>

Beyer Ford

Company Name

Barbara Beyer

Authorized Representative (Print name)

Authorized Signature: 

November 17, 2017

Date

Member

Title

BEYER

Beyer Ford
170 Ridgedale Ave.
Morristown, NJ 07962



Ford does not have a published price list for Ford vehicles and options. MSRP pricing can be found on www.ford.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.



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Vehicle Index

New, Used and Certified Pre-Owned

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.

FORD		
Model	New/Used/CPO Plans	
	2007 MY – Present	2006 MY & Prior
C-MAX Energi	A	n/a
C-MAX Hybrid	C	n/a
Crown Victoria	C	E
E-150	C	E
E-250/350 Gas	E	H
E-250/350 DSL	F	I
EcoSport 2WD	B	n/a
EcoSport 4WD	C	n/a
Edge 2WD	C	n/a
Edge AWD	D	n/a
Escape 2WD/Hybrid	C	E
Escape 4WD/Hybrid	D	F
Escort	n/a	D
Excursion 2WD Gas	n/a	E
Excursion 4WD Gas	n/a	F
Excursion 2WD DSL	n/a	I
Excursion 4WD DSL	n/a	I
Expedition 2WD	C	E
Expedition 4WD	D	F
Explorer 2WD	C	E
Explorer 4WD	D	F
Explorer Sport Trac 2WD	C	E
Explorer Sport Trac 4WD	D	F
F-150 2WD	C	E
F-150 4WD	D	F
F-150 Raptor	D	n/a
F-250/350/450 4x2 Gas	E	H
F-250/350/450 4x4 Gas	G	H
F-250/350/450 4x2 DSL	F	I
F-250/350/450 4x4 DSL	G	I
Fiesta	B	n/a
Five Hundred 2WD	C	E
Five Hundred AWD	D	F
Flex 2WD	C	n/a
Flex AWD	D	n/a
Focus Electric	A	n/a
Focus	B	B
Freestar	C	E
Freestyle 2WD	C	E
Freestyle 4WD	D	F
Fusion 2WD/Hybrid/Energi	C	E
Fusion AWD	D	F
Mustang	C	E
Mustang GT350/350R	J	n/a
Police Fusion Hybrid	B	n/a
Police Interceptor 2WD*	B	n/a
Police Interceptor AWD*	C	n/a
Ranger 2WD	B	C
Ranger 4WD	C	E
Shelby GT500	C	E

Model	New/Used/CPO Plans	
	2007 MY – Present	2006 MY & Prior
Taurus 2WD	C	E
Taurus AWD	D	F
Taurus SHO AWD	E	n/a
Taurus X 2WD	C	E
Taurus X AWD	D	F
Thunderbird	n/a	E
Transit Connect	C	n/a
Transit Van/Wagon Gas	D	n/a
Transit Van/Wagon DSL	F	n/a
Windstar	n/a	E

LINCOLN		
Model	New/Used/CPO Plans	
	2007 MY – Present	2006 MY & Prior
Aviator	n/a	G
Blackwood	n/a	G
Continental	D	F
LS	n/a	F
Mark LT	E	G
MKC	D	n/a
MKS	D	F
MKT	D	n/a
MKX	D	n/a
MKZ/Hybrid	D	F
Navigator	E	G
Town Car	D	F
Zephyr	n/a	F

MERCURY		
Model	New/Used/CPO Plans	
	2007 MY – Present	2006 MY & Prior
Cougar	n/a	E
Grand Marquis	C	E
Mariner 2WD/Hybrid	C	E
Mariner 4WD/Hybrid	D	F
Marauder	n/a	E
Milan 2WD/Hybrid	C	E
Milan AWD/Hybrid	D	F
Montego 2WD	C	E
Montego AWD	D	F
Monterey	C	E
Mountaineer 2WD	C	E
Mountaineer AWD	D	F
Sable 2WD	C	E
Sable AWD	D	F
Villager	n/a	E

*Does not include Crown Victoria.



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Ineligible Vehicles and Usage

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
150,000 Miles	2,735	2,880	3,135	3,360	3,575	3,780	4,080	4,320	4,715	7,140	
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
150,000 Miles	2,790	2,935	3,205	3,435	3,670	3,885	4,185	4,440	4,855	7,395	
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
125,000 Miles	2,305	2,405	2,630	2,800	2,965	3,115	3,340	3,520	3,810	5,605	
150,000 Miles	2,810	2,960	3,295	3,550	3,800	4,025	4,360	4,630	5,065	7,760	
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
125,000 Miles	2,435	2,545	2,755	2,945	3,135	3,300	3,545	3,745	4,080	6,080	
150,000 Miles	3,000	3,165	3,480	3,765	4,050	4,295	4,665	4,965	5,465	8,465	
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
125,000 Miles	2,630	2,760	3,020	3,255	3,485	3,690	3,995	4,240	4,645	7,085	
150,000 Miles	3,285	3,480	3,870	4,225	4,570	4,875	5,335	5,700	6,310	9,970	
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
125,000 Miles	2,835	2,985	3,285	3,555	3,820	4,055	4,405	4,690	5,155	7,960	
150,000 Miles	3,590	3,815	4,265	4,670	5,065	5,420	5,945	6,370	7,070	11,275	

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.)



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New Plans – ExtraCARE

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	1,170
	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.)



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New Plans – BaseCARE

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
	125,000 Miles	1,420	1,565	1,780	1,970	2,170	2,290	2,405	2,500	2,655	3,635
4-Year Plan	150,000 Miles	2,095	2,280	2,420	2,550	2,685	2,795	2,970	3,110	3,345	4,815
	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
5-Year Plan	125,000 Miles	1,465	1,620	1,855	2,060	2,250	2,340	2,455	2,555	2,710	3,740
	150,000 Miles	2,150	2,310	2,470	2,605	2,730	2,865	3,040	3,190	3,420	4,965
	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
6-Year Plan	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
	125,000 Miles	1,495	1,655	1,945	2,170	2,310	2,395	2,525	2,635	2,800	3,895
	150,000 Miles	2,195	2,330	2,525	2,675	2,815	2,945	3,140	3,305	3,550	5,195
	36,000 Miles	595	640	675	710	745	775	820	855	910	1,420
7-Year Plan	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
	125,000 Miles	1,675	1,845	2,115	2,305	2,415	2,510	2,650	2,770	2,960	4,175
8-Year Plan	150,000 Miles	2,340	2,450	2,630	2,805	2,970	3,110	3,320	3,500	3,785	5,610
	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
8-Year Plan	100,000 Miles	1,405	1,540	1,780	1,990	2,195	2,305	2,430	2,530	2,690	3,700
	125,000 Miles	1,835	2,015	2,290	2,415	2,540	2,645	2,815	2,950	3,165	4,535
	150,000 Miles	2,440	2,560	2,775	2,965	3,150	3,310	3,565	3,765	4,090	6,145
	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
8-Year Plan	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
	125,000 Miles	2,105	2,280	2,445	2,590	2,735	2,855	3,050	3,205	3,450	5,025
	150,000 Miles	2,615	2,755	3,005	3,220	3,440	3,620	3,910	4,145	4,510	6,875

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.)
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New Plans – PowertrainCARE

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
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 (+)	
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\$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
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