Discussion Item
Parkfairfax Maintenance Vehicle Replacements

				FY20 Reserve Study Replacement dates DMA	2021 2021 2024 2023
				FY19 updated Reserve Study Replacement date Reserve Advisors	2019 2019 2019 2019
Finance 0% 60 months per month	6 \$ 1,810.69	6 \$ 1,825.35	4 \$ 1,896.95	FY15 Reserve Study Replacement dates Reserve Advisors	2019 2017 2017 2020
Totals	\$ 108,641.66	\$ 109,520.76	\$ 113,817.04	FY12 Reserve Study Replacement dates FEA	2013 2013 2013 2014
e (option go Van der rack			31,438.28	repairs 2016- 2020 major	\$2,085.71 \$2,653.02 \$8,056.39 \$1,762.64
Alternate Vehicle (option for connect) Transit T250 Cargo Van Oxford White interior rack/ladder rack			К	condition	fair poor poor
Vehicle Transit Connect Frozen White (2) extended wheel base- interior rack/ladder rack	\$ 27,501.87 \$ 27,468.49 \$ 54,970.36	\$ 27,142.00 \$ 27,142.00 \$ 54,284.00		mileage	57787 56734 50726 46328
Vehicle V Ranger XL Supercab T Frozen White (2) F Spray Bedliners b tow packages	26,731.33 26,939.97 53,671.30	27,618.38 27,618.38 55,236.76		Year and type	2000 Chevy S10 p/u 1998 Chevy S10 p/u 2004 Chevy Express Van 2003 Chevy G150 Van
Dealer Ve Richard Control of the Con	Malloy \$	Sheehy \$		Replace Vehicle #	10 20 12 19 1 20 4 20

	4		



Date/Time: Sep 2, 2020 01:58 PM

Buyer:

Mark Miller

Phone:

W: 7039986315

Address:

3360 Gunston Rd

Alexandria, VA 22302

Salesperson: Kyle Schmalz

2020 Ford Ranger

Color: Frozen White, 6 Miles VIN:1FTER1EH6LLA35645

Cash	1 Months
\$ Down	Est. \$/Monthly
\$0	\$26,940
\$0	\$26,940
\$0	\$26,940

MSRP/Retail	\$26,740.00
Savings	\$2,487.00
Malloy Price	\$24,253.00
Processing Fee	\$799.00
SPRAY-IN LINER	\$695.00
Taxes	\$1,113.97
Tags	\$79.00
Total Balance Due	\$26,939.97

X	X
Customer Signature	Manager Signature
Date	Date

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	T F F F F F F F F F F F F F F F F F F F	TOTAL MSRP \$26,740.00		CV03	
	Source: National Highway Tentic Safety Administration (NHTSA). www.safercat.gov.or.1-888-327-4236				
weard the parties of the control of the year and the control of th	Star ratings range from 1 to 5 stars (*****), with 5 being the highest.			A STANSON OF THE PROPERTY OF T	
· The Foodbag Stock ("Anadom his directed				* ** 15% 115%	
· Connect up to ten with - equipped devects	Sige Front seat Not Rated Crash Rear seat Not Rated Based on the risk of highly his side impact.				
Activitie AGLIE WENT INTEGER New which roude a 3-month or Kill Calle (whicher comes first) Wind final	ONLY be compared to other valides of a		go li		
Austrange. Secular vyliki in hamith alerts.	Crash Passenger Not Rated		202_		413
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Download the Forches "app" and you care across White Coding Fortuna	Overall Vehicle Score Based on the compress to other enhance of territorial state and referent Should CMLY be compressed to other enhance of ethnice and weight.			NO CHURDE	FRONT LICENSE PLATE BRACKET
FordPass Connect*	S-STAR S	TOTAL VENICLE & OPTIONS/OTHER DESTINATION & DELIVERY 1,195.00			GETTONAL CONTENCENT/OTHER
	fueleconomy.gov	PRICE PROPRIATION SELVINGS TOTAL OPTIONS/GITHER		, country	-SLINCT WINDS WOOD PAGE -CHRISE COMMON WOOD PAGE -CHRISE COMMON WOOD PAGE
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6	\$1,750 a	- REMOTTE START, FORDPASS APP - REMOTTE START, FORDPASS APP - STRANDO ROADSIDE ASSIST	- REAR Y	100 May 100 Ma	PICKUM BOX TIE DOWN HOOKS TRAILER SWAY CONTROL
ing suspice unity Smog Rating is	Annual fuel COST Fuel Economy & Greenhouse Gas Rating water why Smog Rating	B		· FORMERCONTS - 124 (2) · FORMERCONTS - 124 (2)	MANDEN SAMPANA SAMPANA HATORAMA
compared to the average new vehicle.	4.3 galions per 100 miles	CIANE CONTROL CIANE CONTROL CIRCINOTE PARK ASST STEER ANALY SECUNDOS ANTO THEFT SYS		DUNCE BEAT - 4-WAY MAYUAL DRIVER BEAT - 4-WAY MAYUAL	FUEL TANK: 18.0 CHALON FUEL TANK: 18.0 CHALON OFFICE SHAPE:
more in fuel costs over 5 years		CE 5775	TOTAL STATE	AC WAMANUAL CUMATE	EXTERSOR FUNDAND LIGHTS
000	2			ADEVISOR OF TAXABLE SALVA	STANDARD GOLFRENT HIGHES
}	Fuel Economy Standard Pictup Trucks range from 14 to APC, The best vehicle rates 136 APC.	EXTERIOR OXFORD WHITE INTERIOR EBONY CLOTH SEATS	O' BOX	2020 SUPERCAB 4X2 - 0' DOX XL 125" WHEELBASE 2.JL ECCROOST EXGNE ELEC 1D-SPEED AUTO YRANS	
		¹¹ A35645		RANGER	



Date/Time: Sep 2, 2020 01:54 PM

Buyer:

Mark Miller

Phone:

W: 7039986315

Address:

3360 Gunston Rd Alexandria, VA 22302

Salesperson: Kyle Schmalz

2020 Ford Ranger

Color:Frozen White, 6 Miles VIN:1FTER1EH9LLA60975

Cash	1 Months
\$ Down	Est. \$/Monthly
\$0	\$26,731
\$0	\$26,731
\$0	\$26,731

MSRP/Retail	\$26,520.00
Savings	\$2,467.00
Malloy Price	\$24,053.00
Processing Fee	\$799.00
SPRAY-IN LINER	\$695.00
Taxes	\$1,105.33
Tags	\$79.00
Total Balance Due	\$26,731.33

X	x
Customer Signature	Manager Signature
Date	Date

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ITEMEN LLA60975 NB and

		LO212 N RB 2X 035 002002 07 21 20			Tall
			27-0200 O/T 2		
	FTER HENDLASOP75	TOTAL MSRP \$26,520.00		CJ59	
	Star ratings range from 1 to 5 stars (* * * * *), with 5 being the highest. Source: National Highway Traffic Safety Administration (NHTSA). www.safercar.gov.or.1-888-327-4236				
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Download the forefless** app* and you-carr Access Vehicle Control Features - Removely Sunt, took and orderly you vehicle. - Locate you which and check approximate.	Overzalii Vathicle Score Not Rated Read on the cambrid edited throat and admiron. Should ONLY be compared to other vehicles of staller size and sweger.			NO CHARGE	ROW LODING PAIN BRACKET
FordPass Connect*	5-STAR S	TOTAL VEHICLE & OPTIONS/OTHER 25,225.00 OPTION & DELIVERY 1,195.00		480.8	THALER TOW PACKAGE ELECTHONOC-LOCONS DEFE 250/70F10 AVS BSW TIRE
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ing tuppe and Smog Rating to	Annual fuel COSt Feel Economy & Greenhouse Gas Rating Lapse and Strong Rating to	ia Ze ile	FACE-TO-OFF INTERIOR LIGHT FORDPASS'IN CONVIDENT AGNO-FI HOTSPOT TELEMATICS MODEM HILL STAFT ASSIST	- TILTITIBLE SCOPE STR COLUMN - POWERSONTS - 12V(2) - LOCKING GLOVE BOX - LOCKING BOX	- MEYDCYMPA-YILLOCYMP - HEYDCYMPA-YILLOCYMP - HEYDCYMPA-YILLOCYMP
more in fuel costs over 5 years compared to the average new vehicle.	combined chylmey dy highwey 4.3 getava per 100 mil es		FUNCTIONAL - WHEEL AVITLOCK BRAKE SYS - ALITO START STOP TECH - CLIPPE CONTROL - ELECTRONIC PWH ASST STEER	WINDOW WANT TOTANN TARE BENEVO SHOT SHOT STATE TOTANN TARE TOTANN	HIT A COACOA L'AMY. UND ORIGINA - MAINT - MOTORO ON L'AMY. UND ORIGINA - GANT - MAINT - MAINT - MOTOR
S	WIFG 27 MPG. The beast vehicle rates 136 MPGe.	BONY CLOTH SEATS		ELEC 10-SPEED AUTO TRA	ELEC 10-SPEED AUTO
spend		EXTERIOR OXFORD WHITE INTERIOR		2020 SUPERCAB 4X2 - 5' BOX XL 126° WHEELBASE 2.31 FCOBDOST ENGINE	
		 		RANGER	Z RANGER

08/30/2020



Date/Time: Sep 2, 2020 01:03 PM

Buyer:

Mark Miller

Phone: Address: W: 7039986315

3360 Gunston Rd Alexandria, VA 22302 Salesperson: Kyle Schmalz

2020 Ford Transit Connect 20600

Color:Frozen White, 6 Miles VIN:NM0LS7E21L1454036

Cash	1 Months
\$ Down	Est. \$/Monthly
\$0	\$27,468
\$0	\$27,468
\$0	\$27,468

MSRP/Retail	\$30,453.00
Savings	\$5,000.00
Malloy Price	\$25,453.00
Processing Fee	\$799.00
Taxes	\$1,137.49
Tags	\$79.00
Total Balance Due	\$27,468.49

X	X
Customer Signature	Manager Signature
Date	Date





Date/Time: Sep 2, 2020 01:01 PM

Buyer: Mark Miller

Phone: W: 7039986315

Address: 3360 Gunston Rd Alexandria, VA 22302 Salesperson: Kyle Schmalz

2020 Ford Transit Connect 20596

Color:Frozen White, 4 Miles VIN:NM0LS7E20L1448924

Cash	1 Months
\$ Down	Est. \$/Monthly
\$0	\$27,502
\$0	\$27,502
\$0	\$27,502

MSRP/Retail	\$27,285.00
Savings	\$4,000.00
Malloy Price	\$23,285.00
Processing Fee	\$799.00
UPFIT	\$2,200.00
Taxes	\$1,138.87
Tags	\$79.00
Total Balance Due	\$27,501.87

x	x
Customer Signature	Manager Signature
Date	Date





Disclaimer: This window sticker is only representative of the information contained on an actual window sticker, and may or may not match the actual window sticker on the vehicle itself. Please see your retailer for further information.

Vehicle Description

RANGER

2020 RANGER 4X2 S/C 2.3L ECOBOOST ENGINE ELEC 10-SPEED AUTO TRANS

Exterior OXFORD WHITE Interior EBONY INTERIOR TRIMVINYL SEATS

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

EASY FUELA® CAPLESS FILLER
FULLY BOXED STEEL FRAME
HEADLAMPS - AUTOLAMP
HEADLAMPS-HALOGEN
PICKUP BOX TIE DOWN HOOKS
WHEEL LIP MOLDINGS

<u>INTERIOR</u>

CONTROL, SINGLE ZONE W/ MANUAL LUMBAR LOCKING GLOVE BOX TILT/TELESCOPE STR COLUMN

FUNCTIONAL

AUTO START STOP TECH ELECTRONIC PWR ASST STEER FORDPASS CONNECT 4GWI-FI HILL START ASSIST REAR VIEW CAMERA

SAFETY/SECURITY

BELT-MINDER CHIME MYKEY TIRE PRESSURE MONIT SYS

WARRANTY

5YR/60,000 POWERTRAIN

DAYTIME RUNNING LIGHTS **FUEL TANK - 18.0 GALLON** GRILLE - BLACK (ON/OFF) LOCKING TAILGATE TRAILER SWAY CONTROL WIPERS-INTERMITTENT A/C W/MANUAL CLIMATE DRIVER SEAT - 4-WAY MANUAL **DUAL SLIDING SUNVISORS** POWERPOINTS - 12V (2) 4-WHEEL ANTILOCK BRAKE SYS **CURVE CONTROL FADE-TO-OFF INTERIOR LIGHT** HOTSPOT TELEMATICS MODEM PRE-COLLISION ASSIST W/AEB **REMOTE START- FORDPASS APP** AIRBAGS - SAFETY CANOPY® CTR HIGH MOUNT STOP LAMP SECURILOCKÁ® ANTI-THEFT SYS 3YR/36,000 BUMPER / BUMPER

Price Information MSRP STANDARD VEHICLE \$24,410 PRICE

Included on this Vehicle

EQUIPMENT GROUP 101A 1.135
XL SERIES
CRUISE CONTROL
SYNC, AM/FM RADIO,6-SPKRS

Optional Equipment

2020 MODEL YEAR
OXFORD WHITE
EBONY VINYL SEATS
2 3L ECOBOOST ENGINE
ELEC 10-SPEED AUTO TRANS
255/70R16 A/S BSW TIRE
ELECTRONIC-LOCKING DIFF
TRAILER TOW PACKAGE
495
FRONT LICENSE PLATE BRACKET

TOTAL VEHICLE & OPTIONS DESTINATION & DELIVERY

26,460 1,195

TOTAL MSRP \$27,655

Disclaimer: Option pricing will be blank for any item that is priced as 0 or "No Charge".



Estimated Annual Fuel Cost: \$

CITY MPG 21 HIGHWAY MPG 26

Vehicle Engine Information

5YR/60,000 ROADSIDE ASSIST

Actual mileage will vary with options, driving conditions, driving habits and vehicle's condition. Results reported to EPA indicate that the majority of vehicles with these estimates will achieve between _ and _ mpg in the city and between _ and _ mpg on the highway. For Comparison Shopping all vehicles classified as _ have been issued mileage ratings from _ to _ mpg city and _ to _ mpg highway.



EXTENDED SERVICE PLAN

Ford Extended Service Plan is the ONLY service contract backed by Ford and honored by the Ford and Lincoln dealers. Ask your dealer for prices and additional details or see our website at www.Ford-ESP.com



Date: 8/24/2020
Salesperson:
Manager: Clarence Ball

FOR INTERNAL USE ONLY

BUSINESS NAME CONTACT	Parkfairfax			Home Phone
Address	3360 Gunston Road Alexandria, VA 22302			Work Phone
E-Mail				Cell Phone
VEHICLE				A STATE OF THE STA
Stock #	New / Used :	New	VIN	Mileage:
	0 Ford Ranger			Color: Oxford White
Туре Sup	ercab Pickup XL 4x2			
Mar	ket Value Selling Price			27,655.00
Disc	count			1,500.00
Reb	ate			1,000.00
	usted Price			25,155.00
	nin Fee			500.00
Tax				1,064.68
	Tax Fees			203.70
	h Deposit			.00
Bala				26,923.38

Customer Approval:

By signing this authorization form, you certify that the above personal information is correct and accurate, and authorize the release of credit and employment information. By signing above, I provide to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic, verbal and written communications including but not limited to eMail, text messaging. SMS, phone calls and direct mail. Terms and Conditions subject to credit approval. For Information Only. This is not an offer or contract for sale.

495

365

1.195





Disclaimer: This window sticker is only representative of the information contained on an actual window sticker, and may or may not match the actual window sticker on the vehicle itself. Please see your retailer for further information.

Vehicle Description

RANGER

2020 RANGER 4X2 S/C 2.3L ECOBOOST ENGINE **ELEC 10-SPEED AUTO TRANS**

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

EASY FUELA® CAPLESS FILLER **FULLY BOXED STEEL FRAME** HEADLAMPS - AUTOLAMP HEADLAMPS-HALOGEN PICKUP BOX TIE DOWN HOOKS WHEEL LIP MOLDINGS

INTERIOR

CONTROL, SINGLE ZONE W/ MANUAL LUMBAR LOCKING GLOVE BOX TILT/TELESCOPE STR COLUMN

FUNCTIONAL

AUTO START STOP TECH **ELECTRONIC PWR ASST STEER** FORDPASS CONNECT 4GWI-FI HILL START ASSIST REAR VIEW CAMERA

SAFETY/SECURITY

BELT-MINDER CHIME MYKEY TIRE PRESSURE MONIT SYS

WARRANTY

5YR/60,000 POWERTRAIN

DAYTIME RUNNING LIGHTS **FUEL TANK - 18.0 GALLON GRILLE - BLACK**

(ON/OFF)

LOCKING TAILGATE TRAILER SWAY CONTROL WIPERS- INTERMITTENT A/C W/MANUAL CLIMATE DRIVER SEAT - 4-WAY MANUAL

DUAL SLIDING SUNVISORS POWERPOINTS - 12V (2)

4-WHEEL ANTILOCK BRAKE SYS

CURVE CONTROL

FADE-TO-OFF INTERIOR LIGHT HOTSPOT TELEMATICS MODEM PRE-COLLISION ASSIST W/AEB REMOTE START- FORDPASS APP AIRBAGS - SAFETY CANOPYÀ®

CTR HIGH MOUNT STOP LAMP SECURILOCKÁ® ANTI-THEFT SYS 3YR/36,000 BUMPER / BUMPER 5YR/60,000 ROADSIDE ASSIST

Exterior OXFORD WHITE

Interior

EBONY INTERIOR TRIMVINYL SEATS

Price Information MSRP STANDARD VEHICLE \$24,410 PRICE

Included on this Vehicle

EQUIPMENT GROUP 101A 1,135 **XL SERIES CRUISE CONTROL** SYNC, AM/FM RADIO 6-SPKRS

Optional Equipment

2020 MODEL YEAR **OXFORD WHITE EBONY VINYL SEATS** 2.3L ECOBOOST ENGINE **ELEC 10-SPEED AUTO TRANS** 255/70R16 A/S BSW TIRE TRAILER TOW PACKAGE XL CHROME APPEARANCE **PACKAGE** FRONT LICENSE PLATE BRACKET

TOTAL VEHICLE & OPTIONS 26,405 **DESTINATION & DELIVERY**

TOTAL MSRP \$27,600

Disclaimer: Option pricing will be blank for any item that is priced as 0 or "No Charge".



CITY MPG 21 **HIGHWAY** MPG 26

Vehicle Engine Information

Actual mileage will vary with options, driving conditions, driving habits and vehicle's condition. Results reported to EPA indicate that the majority of vehicles with these estimates will achieve between _ and _ mpg in the city and between _ and _ mpg on the highway For Comparison Shopping all vehicles classified as have been issued mileage ratings from _ to _ mpg city and _ to _ mpg highway





EXTENDED SERVICE PLAN

Ford Extended Service Plan is the ONLY service contract backed by Ford and honored by the Ford and Lincoln dealers. Ask your dealer for prices and additional details or see our website at www Ford-ESP com

Worksheet Page 1 of 2



Date: 08/20/2020 Salesperson: Manager: Clarence Ball

FOR INTERNAL USE ONLY

BUSINESS NAM CONTACT	AE Parkfairfax	Home Phone
Address	3360 Gunston Road Alexandria, VA 22302	Work Phone
E-Mail		Cell Phone
VEHICLE		
Stock #	New / Used New VIN	Mileage:
Vehicle 202	20 Ford Transit T-250	Color Oxford White
Type Car	rgo Van Low Roof SWB	
TRADE IN		
Payoff _	VIN	Mileage
Vehicle		Color
Туре		
	Retail Price	36,785.00
	Total Savings	2,315.00
	Rebate	8,250.00
	Sheehy Easy Price	26,220.00
	Adrian Steel Racks & Bins, Ladder Rack, Sortimo	
	Composite Partition	3,270.00
		,
	Total Purchase	29,490.00
	Total Fulchase	23,430.00
	Trade Allowance	
	Trade Difference	
	Admin Fee	500.00
	Highway Use Fee	88.2
	Tax	1,244.58
	Tag/License Fees	64.00
	Net Price	31,386.78
	Trade Payoff	
	Cash Deposit	
	Balance	31,438.28

Customer Approval

Management Approval

By signing this authorization form, you certify that the above personal information is correct and accurate, and authorize the release of credit and employment information. By signing above, I provide to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic, verbal and written communications including but not limited to eMail, text messaging, SMS, phone calls and direct mail. Terms and Conditions subject to credit approval. For Information Only. This is not an offer or contract for sale.



Date: 08/20/2020

Salesperson:

Manager: Clarence Ball

FOR INTERNAL USE ONLY

BUSINESS N CONTACT	AME Parkfairfax	Home Phone
Address	3360 Gunston Road Alexandria, VA 22302	Work Phone
E-Mail		Cell Phone
VEHICLE Stock #	New / Used New VIN	Mileage:
	2020 Ford Transit Connect	Color: Frozen White
Туре	Cargo Van XL LWB	
TRADE IN		
Payoff	VIN	Mileage:
Vehicle		Color
Туре		
	Retail Price	27,225.00
	Total Savings	1,831.00
	Rebate	2,000.00
	Sheehy Easy Price	23,394.00
	Adrian Steel L Shape Bins and Prime Design Ladder Rack	1,971.00
	Total Purchase	25,365.00
	Trade Allowance Trade Difference	
	Admin Fee	500.00
	Highway Use Fee	88.2
	Tax	1,073.40
	Tag/License Fees	64.00
	Net Price	27,090.60
	Trade Payoff	
	Cash Deposit	
	Balance	27,142.10

Customer Approval

By signing this authorization form, you certify that the above personal information is correct and accurate, and authorize the release of credit and employment information. By signing above, I provide to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic, verbal and written communications including but not limited to eMail, lext messaging, SMS, phone calls and direct mail. Terms and Conditions subject to credit approval. For Information Only. This is not an offer or contract for sale.