

Discussion Item

Parkfairfax Maintenance Vehicle Replacements

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



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

Customer Signature

Date

X

Manager Signature

Date

On Approved Credit. Financing provided by FMCC



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

Customer Signature

Date

X

Manager Signature

Date

On Approved Credit. Financing provided by FMCC

MIC-002062

MID

S-HONOLULU, NB, 202012, 0222-2

9029

330200729 7361

TYPE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	

17742493 LLA60975 NB

G013

VEHICLE DESCRIPTION

RANGER

2020 SUPER CAB 4X2 - 5' BOX
XL 126" WHEELBASE
2.0L ECOBOOST ENGINE
ELECTRIC-STEER AUTO TRANS

EXTERIOR
OFFROAD WHITE
INTERIOR
ECONOMY CLOTH SEATS

LL A60975

STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE

EXTERIOR

- DAYTIME RUNNING LIGHTS
- FAST FUEL & CATCH FILTER
- 17" ALUMINUM WHEELS
- FULLY BODED STEEL FRAME
- GRILLE - BLACK
- HEADLAMPS - AUTOCLEAN
- FOG LAMPS
- HEADLAMPS - HALOGEN
- LOCKING TAILGATE
- PICKUP BOX TIE DOWN HOOPS
- 12V POWER WINDOWS & LOCKS
- WHEEL LIP MOLDED
- WIPERS - INTERMITTENT

INTERIOR

- A/C W/MANUAL CLIMATE
- CRUISE CONTROL
- 4-SPEAKER PREMIUM SOUND
- 17" MANUAL TRANSMISSION
- DUAL SLIDING BURNERS
- LOCKING GLOVE BOX
- POWERPOINTS - 12V (2)
- TILT TELESCOPE STR. COLUMN

ELECTRONIC

- 4-WHEEL ANTI-LOCK BRAKE SYS
- ABS
- CLIMATE CONTROL
- ELECTRONIC PARK ASSIST STEER
- MAKE-TO-OFF INTERIOR LIGHT
- POWERPASS™ COMBIEST 40W-40
- HOT/NOT TELEMATICS MODERN
- HILL START ASSIST
- PRE-COLLISION ASSIST WAIVER
- REMOTE START - POWERPASS APP

SAFETY/SECURITY

- 4-WHEEL ANTI-LOCK BRAKE SYS
- ABS
- CLIMATE CONTROL
- ELECTRONIC PARK ASSIST STEER
- MAKE-TO-OFF INTERIOR LIGHT
- POWERPASS™ COMBIEST 40W-40
- HOT/NOT TELEMATICS MODERN
- HILL START ASSIST
- PRE-COLLISION ASSIST WAIVER
- REMOTE START - POWERPASS APP

INCLUDED ON THIS VERSION

EXTERIOR

- DAYTIME RUNNING LIGHTS
- FAST FUEL & CATCH FILTER
- 17" ALUMINUM WHEELS
- FULLY BODED STEEL FRAME
- GRILLE - BLACK
- HEADLAMPS - AUTOCLEAN
- FOG LAMPS
- HEADLAMPS - HALOGEN
- LOCKING TAILGATE
- PICKUP BOX TIE DOWN HOOPS
- 12V POWER WINDOWS & LOCKS
- WHEEL LIP MOLDED
- WIPERS - INTERMITTENT

INTERIOR

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- 4-SPEAKER PREMIUM SOUND
- 17" MANUAL TRANSMISSION
- DUAL SLIDING BURNERS
- LOCKING GLOVE BOX
- POWERPOINTS - 12V (2)
- TILT TELESCOPE STR. COLUMN

ELECTRONIC

- 4-WHEEL ANTI-LOCK BRAKE SYS
- ABS
- CLIMATE CONTROL
- ELECTRONIC PARK ASSIST STEER
- MAKE-TO-OFF INTERIOR LIGHT
- POWERPASS™ COMBIEST 40W-40
- HOT/NOT TELEMATICS MODERN
- HILL START ASSIST
- PRE-COLLISION ASSIST WAIVER
- REMOTE START - POWERPASS APP

SAFETY/SECURITY

- 4-WHEEL ANTI-LOCK BRAKE SYS
- ABS
- CLIMATE CONTROL
- ELECTRONIC PARK ASSIST STEER
- MAKE-TO-OFF INTERIOR LIGHT
- POWERPASS™ COMBIEST 40W-40
- HOT/NOT TELEMATICS MODERN
- HILL START ASSIST
- PRE-COLLISION ASSIST WAIVER
- REMOTE START - POWERPASS APP

fuel economygov

Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 21 mpg city and 26 mpg highway and 23 mpg combined. Your mileage may vary. A full tank of gas will last longer on a highway drive than on a city drive.

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score

Not Rated

Based on the combined ratings of frontal, side and rollover. Scores Only to be compared to other vehicles of similar size and weight.

Frontal

Driver

Not Rated

Crash

Passenger

Not Rated

Side

Front seat

Not Rated

Crash

Rear seat

Not Rated

Rollover

Not Rated

Based on the risk of rollover in a single-vehicle crash.

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



17742493 LLA60975

How to use
your vehicle
to help
the world
be a better
place



083062020

3202007297361



Date/Time: Sep 2, 2020 01:03 PM
Buyer: Mark Miller
Phone: W: 7039986315
Address: 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

Customer Signature

Date

X

Manager Signature

Date

On Approved Credit. Financing provided by FMCC

MALLOY16th**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

Customer Signature_____
Date

X

Manager Signature_____
Date*On Approved Credit. Financing provided by FMCC*



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 TRIM VINYL SEATS

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

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

Price Information STANDARD VEHICLE PRICE

MSRP
\$24,410

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 420
 TRAILER TOW PACKAGE 495
 FRONT LICENSE PLATE BRACKET

TOTAL VEHICLE & OPTIONS 26,460
 DESTINATION & DELIVERY 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: \$

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.



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	<u>Parkfairfax</u>	Home Phone	_____
CONTACT	_____		
Address	<u>3360 Gunston Road</u> <u>Alexandria, VA 22302</u>	Work Phone	_____
E-Mail	_____	Cell Phone	_____

VEHICLE

Stock #	_____	New / Used	<u>New</u>	VIN	_____	Mileage	_____
Vehicle	<u>2020 Ford Ranger</u>		Color	<u>Oxford White</u>			
Type	<u>Supercab Pickup XL 4x2</u>						

Market Value Selling Price	27,655.00
Discount	1,500.00
Rebate	1,000.00
Adjusted Price	25,155.00
Admin Fee	500.00
Tax	1,064.68
Non Tax Fees	203.70
Cash Deposit	.00
Balance	26,923.38

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.



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Vehicle Description

RANGER

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

Exterior

OXFORD WHITE

Interior

EBONY INTERIOR TRIM/VINYL SEATS

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

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

Price Information STANDARD VEHICLE PRICE

MSRP
\$24,410

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 495
 XL CHROME APPEARANCE
 PACKAGE 365
 FRONT LICENSE PLATE BRACKET

TOTAL VEHICLE & OPTIONS 26,405
 DESTINATION & DELIVERY 1,195

TOTAL MSRP \$27,600

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

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.



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: 08/20/2020

Salesperson: _____

Manager: Clarence Ball

FOR INTERNAL USE ONLY

BUSINESS NAME Parkfairfax
CONTACT _____

Home Phone _____

Address 3360 Gunston Road
Alexandria, VA 22302

Work Phone _____

E-Mail _____

Cell Phone _____

VEHICLE

Stock # _____

New / Used _____

New

VIN _____

Mileage: _____

Vehicle 2020 Ford Transit T-250Color Oxford WhiteType Cargo Van Low Roof SWB

TRADE IN

Payoff _____

VIN _____

Mileage _____

Vehicle _____

Color _____

Type _____

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
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 NAME **Parkfairfax**
CONTACT _____

Home Phone: _____

Address **3360 Gunston Road**
Alexandria, VA 22302

Work Phone: _____

E-Mail: _____

Cell Phone: _____

VEHICLE

Stock # _____ New / Used **New** VIN: _____ Mileage: _____Vehicle **2020 Ford Transit Connect**Color: **Frozen White**Type **Cargo Van XL LWB**

TRADE IN

Payoff: _____ VIN: _____ Mileage: _____

Vehicle: _____ Color: _____

Type: _____

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 _____

Management Approval _____

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