

**Melissa Wiak - Fwd: New Vehicles (Forward from Doug)**

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**From:** Doug Beckman  
**To:** mwiak@thorntonil.us  
**Date:** 6/26/2024 5:14 PM  
**Subject:** Fwd: New Vehicles (Forward from Doug)  
**Attachments:** North riverside ford .pdf; westfield ford quote cpd.pdf; Hawk ford .pdf

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*Doug Beckman*

Village Administrator  
Village of Thornton  
Office: [708-877-4456](tel:708-877-4456)  
Cell: [708-935-6811](tel:708-935-6811)

[dbeckman@thorntonil.us](mailto:dbeckman@thorntonil.us)



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>>> "Vasilopoulos, Gus N." <[Gus.Vasilopoulos@chicagopolice.org](mailto:Gus.Vasilopoulos@chicagopolice.org)> 06/26/24 17:14 >>>

Trying to get a jump on things for next fiscal year. Can we get this on the July agenda.  
We would like to purchase 5 vehicles from North Riverside Ford. I have included additional quotes from Hawk Ford and Westfield Ford. North Riverside provided the lowest quote for the vehicles .  
Total for 5 vehicles \$183,557.15  
We have 200,000 in the budget for new vehicles for year 2024-2025.

Thank you.

Lt Gus Vasilopoulos #300  
Central Investigations Division  
Tel. [312-617-4320](tel:312-617-4320)

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This e-mail, and any attachments thereto, is intended only for use by the addressee(s) named herein and may contain legally privileged and/or confidential information. If you are not the intended recipient of this e-mail (or the person responsible for delivering this document to the intended recipient), you are hereby notified that any dissemination, distribution, printing or copying of this e-mail, and any attachment thereto, is strictly prohibited. If you have received this e-mail in error, please respond to the individual sending the message, and permanently delete the original and any copy of any e-mail and printout thereof.

Date: 06/06/2024  
 Salesperson: Louis Vittori Jr  
 Manager: FRANK PSYHOGIOS

**GUEST INFORMATION**

Name: GUS CITY OF CHICAGO			
Address:	City:	State:	Zip:
Home #: (312) 617-4320	Work #:	Cell #: (312) 617-4320	
E-mail: GUS.VASILOPOULOS@CHICAGOPOLICE.ORD Work:			

**VEHICLE DESCRIPTION**

Make: Ford	Model: Bronco Sport	Year: 2024	Color: Carbonized Gray
Mileage: 18	Stock #: 4691	VIN: 3FMCR9B67RRE50049	

**RETAIL PAYMENTS**

Down Pmt				


**LEASE PAYMENTS**

Down Pmt				

**Retail Option**

MSRP	31,390.00
Selling Price	30,736.00
Rebate	750.00
Accessories	
Adjusted Price	29,986.00
Total Taxes	
Total Fees	358.03
Trade Allowance	
Trade Payoff	
F&I Adds	
Final Selling Price	30,344.03

\_\_\_\_\_  
 Guest Signature

  
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 Management Approval

Date: 06/06/2024  
 Salesperson: Louis Vittori Jr  
 Manager: FRANK PSYHOGIOS

**GUEST INFORMATION**

Name: GUS CITY OF CHICAGO			
Address:	City:	State:	Zip:
Home #: (312) 617-4320	Work #:	Cell #: (312) 617-4320	
E-mail: GUS.VASILOPOULOS@CHICAGOPOLICE.ORD Work:			

**VEHICLE DESCRIPTION**

Make: Ford	Model: Explorer	Year: 2024	Color: Iconic Silver M
Mileage: 0	Stock #: 4760	VIN: 1FMSK8DHXRG62345	

**RETAIL PAYMENTS**

Down Pmt				


**LEASE PAYMENTS**

Down Pmt				

**Retail Option**

MSRP	42,145.00
Selling Price	40,311.00
Rebate	
Accessories	
Adjusted Price	40,311.00
Total Taxes	
Total Fees	358.03
Trade Allowance	
Trade Payoff	
F&I Adds	
Final Selling Price	40,669.03

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 Guest Signature

  
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 Management Approval

Date: 06/06/2024  
 Salesperson: Louis Vittori Jr  
 Manager: FRANK PSYHOGIOS

**GUEST INFORMATION**

Name: GUS CITY OF CHICAGO			
Address:		City:	State: Zip:
Home #: (312) 617-4320		Work #:	Cell #: (312) 617-4320
E-mail: GUS.VASILOPOULOS@CHICAGOPOLICE.ORD Work:			

**VEHICLE DESCRIPTION**

Make: Ford	Model: Explorer	Year: 2024	Color: CARB GRAY
Mileage: 0	Stock #:	VIN: 1FMSK8DH1RGA20436	

**RETAIL PAYMENTS**

Down Pmt				


**LEASE PAYMENTS**

Down Pmt				

**Retail Option**

MSRP	41,845.00
Selling Price	40,310.00
Rebate	
Accessories	
Adjusted Price	40,310.00
Total Taxes	
Total Fees	358.03
Trade Allowance	
Trade Payoff	
F&I Adds	
Final Selling Price	40,668.03

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 Guest Signature

  
 \_\_\_\_\_  
 Management Approval

Date: 06/06/2024  
 Salesperson: Louis Vittori Jr  
 Manager: FRANK PSYHOGIOS

**GUEST INFORMATION**

Name: GUS CITY OF CHICAGO			
Address:	City:	State:	Zip:
Home #: (312) 617-4320	Work #:	Cell #: (312) 617-4320	
E-mail: GUS.VASILOPOULOS@CHICAGOPOLICE.ORD Work:			

**VEHICLE DESCRIPTION**

Make: Ford	Model: Explorer	Year: 2024	Color: Agate Black Met
Mileage: 0	Stock #: 4763	VIN: 1FMSK8DH4RGA52653	

**RETAIL PAYMENTS**

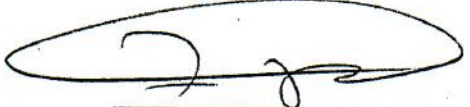
Down Pmt				

**LEASE PAYMENTS**

Down Pmt				

**Retail Option**

MSRP	42,305.00
Selling Price	40,501.00
Rebate	
Accessories	
Adjusted Price	40,501.00
Total Taxes	
Total Fees	358.03
Trade Allowance	
Trade Payoff	
F&I Adds	
Final Selling Price	40,859.03



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 Guest Signature

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 Management Approval

Date: 06/06/2024  
 Salesperson: Louis Vittori Jr  
 Manager: FRANK PSYHOGIOS

**GUEST INFORMATION**

Name: GUS CITY OF CHICAGO			
Address:	City:	State:	Zip:
Home #: (312) 617-4320	Work #:	Cell #: (312) 617-4320	
E-mail: GUS.VASILOPOULOS@CHICAGOPOLICE.ORD Work:			

**VEHICLE DESCRIPTION**

Make: Ford	Model: Bronco Sport	Year: 2024	Color: SHADOW BLACK
Mileage: 14	Stock #: 4637	VIN: 3FMCR9B68RRE50934	

**RETAIL PAYMENTS**

Down Pmt				

**LEASE PAYMENTS**

Down Pmt				

**Retail Option**

MSRP	32,105.00
Selling Price	31,409.00
Rebate	750.00
Accessories	
Adjusted Price	30,659.00
Total Taxes	
Total Fees	358.03
Trade Allowance	
Trade Payoff	
F&I Adds	
Final Selling Price	31,017.03

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 Guest Signature

  
 \_\_\_\_\_  
 Management Approval





Quote worksheet - Purchase

Deal Number:	41375		
1) Contract Date:	06/14/24	17) CL/A&H CODE:	NO
2) Fin Inst:	CASH	18) A&H Premium:	
3) Stock Number:	T40324		
4) Cash Price:	\$ 45,545.00	19) APR:	%
5) MFR Rebate 1:		20) Term:	
6) MFR Rebate 2:		21) DaysTo/1stPmtDate:	06/14/24
7) Cash Down/Deposit:			
8) NOTE:		22) **PAYMENT**:	\$ 45,938.03
9) Trade Info:			
Total Down:			
10) Tax Info:		Sale Subtotal:	\$ 45,580.00
11) COOK CNTY TAX(FLAT:		Total Financed:	\$ 45,938.03
12) DOC FEE:	\$ 358.03	Finance Charge:	
13) LIC & TITLE FEE:		Total Other Charges:	
14) NADW:		Total of Payments:	\$ 45,938.03
15) AFTERMARKETS:		Deferred Price:	
16) Service Contract:		Unpaid Balance:	\$ 45,938.03
Command (?):			

Enter a command, a field number, or press a function key. Enter ? for help.  
 F3=Sv/EX F5=RRecall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

CHI-006056 MI 9-HORWEL, RB-2186056, RC201 2221 120240330 3353 UNCL GENL CERT, CERE, FTD RAMP BUMPER, CABE, BOOR, EXET, PROJVA

022636 547125 IFMSK8DB8 RGA62294 NB

0614/2024



# EXPLORER

2024 EXPLORER XLT 4WD  
3.5L ECOBOOST I-4 ENGINE  
10-SPEED AUTO TRANSMISSION

# RG A62294

EXTERIOR  
AGATE BLACK METALLIC  
INTERIOR  
EBONY ACTIVE-X SEAT MTRL

- STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE**
- EXTERIOR**
    - DOOR HANDLES - BODY COLOR
    - EASY FUEL & CAPLESS FILLER
    - HEADLAMPS - AUTO LED
    - LED SIGNATURE LIGHTING
    - WIPER WASH FLUID DUAL PWR
    - WIPER WASH FLUID PROTECTANT
    - POWER MIRROR HEATED LAMPS
    - POWER MIRRORS
    - POWER WINDOWS - 12V
    - ROTARY GEAR SHIFT DIAL
    - ROOF RACK SIDE RAILS - BLACK
    - TAIL LAMPS - LED
    - TRAILER SWAY CONTROL
    - VARIABLE INTERVAL WIPERS
  - INTERIOR**
    - TOUCH UP/DOWN DRIP-PASS WIN
    - 3RD ROW - 50/50 FOLD FLAT
    - DUAL ILLUM. MS VANITY MIRR
    - FRONT ROW HEATED SEATS
    - IP CLUSTER 15" LCD SCREEN
    - WIPER WASH FLUID PROTECTANT
    - WIPER WASH FLUID DUAL PWR
    - WIPER WASH FLUID PROTECTANT
    - POWER WINDOWS - 12V
    - ROTARY GEAR SHIFT DIAL
    - TRAILER SWAY CONTROL
    - USB A(1) AND CH 151 ROW
  - EXTERIOR**
    - ADVANCED TRAC™ WITH RSCG
    - AIRBAGS-DRIVER/PASS KNEE
    - AIRBAGS- DUAL STAGE FRONT
    - AIRBAGS - FRONT SEAT
    - MOUNTED SIDE IMPACT
    - AIRBAGS - SAFETY CANOPY®
    - IRON/TIRE PRESS MOUNT SYS
    - LATCH CHILD SAFETY SYSTEM
    - PERSONAL ALERT MTRM
    - PERSONAL ALERT SYSTEM™
    - SOS POST-CRASH ALERT SYS™
  - WARRANTY**
    - 3YR/50,000 BUMPER-TO-BUMPER
    - 5YR/60,000 POWERTRAIN
    - 5YR/60,000 ROADSIDE ASSIST

- FUNCTIONAL**
  - 4-DR INTELL ACCESS LOCK
  - UNLOCK W/PUSH-BUTTON START
  - AM/FM/MP3, 6 SPEAKERS
  - BRAKES, 4-WHEEL DISC/ABS
  - FORD CO-PILOT360™
  - FORDPASS™ CONNECT
  - FULL STAR ASSIST
  - REAR WIPER WASH FLUID
  - REAR VIEW CAMERA
  - REFRIGERS
  - SIDE WIND STABILIZATION
  - SIRIUSXM® - SVC N/A AKGH
  - SYNC®3 AT SCR1/WAPPLINK®
- PRICE INFORMATION**
  - BASE PRICE \$40,670.00
  - TOTAL OPTIONS/OTHER 3,915.00
  - TOTAL VEHICLE & DELIVERY 44,585.00
  - DESTINATION & DELIVERY 1,295.00
- TOTAL BEFORE DISCOUNTS** 45,880.00
- 4WD REGIONAL DISCOUNT** 300.00
- TOTAL SAVINGS** 300.00

INFORMATION	MSRP
BASE PRICE	\$40,670.00
TOTAL OPTIONS/OTHER	3,915.00
TOTAL VEHICLE & DELIVERY	44,585.00
DESTINATION & DELIVERY	1,295.00
TOTAL BEFORE DISCOUNTS	45,880.00
4WD REGIONAL DISCOUNT	300.00
TOTAL SAVINGS	300.00

**RESIDENCY RESTRICTIONS APPLY TO FINANCING SAVINGS BASED ON CUSTOMER'S RESIDENCE. DEALER FOR DETAILS.**

- INCLUDED ON THIS VEHICLE**
- EQUIPMENT GROUP 2024
  - REMOTE START SYSTEM
  - HEATED STEERING WHEEL
  - 8-WAY POWER PASSENGER SEAT
- OPTIONAL EQUIPMENT/OTHER**
- 18" 5-SPOKE PAINTED ALUM WHEELS
  - PASSENGER'S SEAT TIES
  - 4WD REGIONAL DISCOUNT
  - 40 LBS W/LR HOTSPOT CREDIT
  - REAR AUXILIARY CRUISE CONTROL
- DEALER UNINSTALLED OPTIONS**
- Roadside Assistance K2
  - First Aid Kit
  - Wheel Lock Key

**RESIDENCY RESTRICTIONS APPLY TO FINANCING SAVINGS BASED ON CUSTOMER'S RESIDENCE. DEALER FOR DETAILS.**

**TOTAL MSRP \$45,580.00**

Whether you decide to lease or finance your vehicle, you'll find the choices that are right for you. See your dealer for details or visit [www.ford.com/finance](http://www.ford.com/finance).

RC201 N RB 2X 026 06056 03 20 24

## EPA Fuel Economy and Environment

Fuel Economy

**23** MPG combined city/hwy

20 city

27 highway

4.3 gallons per 100 miles

You spend **\$2,000** more in fuel costs over 5 years compared to the average new vehicle.

Standard SUV's range from 13 to 107 MPG. The best vehicle rates 140 MPG.

Annual fuel cost **\$2,350**

Smog Rating (excludes only)

Best 10

Best 6

Best 10

Best 10

Best 10

Best 10

Fuel Economy & Greenhouse Gas Rating (excludes only)

This vehicle emits 187 grams CO2 per mile. The best emits 6 grams per mile (excludes only). Fueling and emissions fuel also can be found at [www.fueleconomy.gov](http://www.fueleconomy.gov).

Actual results will vary. Fuel economy is based on a combination of driving style, terrain, driving habits and maintenance. EPA estimates are based on a 15-100 mph test cycle. Actual results may vary. EPA estimates are based on a 15-100 mph test cycle. Actual results may vary. EPA estimates are based on a 15-100 mph test cycle. Actual results may vary.

## fueleconomy.gov



## GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score	★★★★★	★★★★	★★★	★★	★
Frontal Crash	★★★★★	★★★★	★★★	★★	★
Side Crash	★★★★★	★★★★	★★★	★★	★
Rollover	★★★★★	★★★★	★★★	★★	★

**WARNING:** Operating, servicing and maintaining a passenger vehicle, pickup truck, van or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, oil additives, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to [www.P65Warnings.ca.gov/passenger-vehicle](http://www.P65Warnings.ca.gov/passenger-vehicle).

**AMERICA'S ALL-TIME BESTSELLING SUV**

The FordPass Connect™ telematics active and streaming vehicle data (e.g., diagnostic) to Ford. See in-vehicle Settings for connectivity options. Android Auto™ and Apple CarPlay™ require compatible smartphones. Features like Apple CarPlay and Android Auto are available on select models and may require a compatible iPhone or Android smartphone. Features like FordPass Connect are available on select models. Features like FordPass Connect are available on select models. Features like FordPass Connect are available on select models.

18ASXADHURGA62294

**WARNING:** Operating, servicing and maintaining a passenger vehicle, pickup truck, van or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, oil additives, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to [www.P65Warnings.ca.gov/passenger-vehicle](http://www.P65Warnings.ca.gov/passenger-vehicle).

**FORD PROTECT**

Protect your Ford vehicle. The only extended service plan fully backed by Ford. Available in the U.S., Canada and Mexico. See your Ford dealer or visit [www.FordProtect.com](http://www.FordProtect.com).

1202403303353

740493

Quote worksheet - Purchase

Deal Number:	41375		
1) Contract Date:	06/14/24	17) CL/A&H CODE:	NO
2) Fin Inst:	CASH	18) A&H Premium:	
3) Stock Number:	T40493		
4) Cash Price:	\$ 45,580.00	19) APR:	%
5) MFR Rebate 1:		20) Term:	
6) MFR Rebate 2:		21) DaysTo/1stPmtDate:	06/14/24
7) Cash Down/Deposit:		22) **PAYMENT**:	\$ 45,938.03
8) NOTE:			
9) Trade Info:			
Total Down:			
10) Tax Info:		Sale Subtotal:	\$ 45,580.00
11) COOK CNTY TAX(FLAT:		Total Financed:	\$ 45,938.03
12) DOC FEE:	\$ 358.03	Finance Charge:	
13) LIC & TITLE FEE:		Total Other Charges:	
14) NADW:		Total of Payments:	\$ 45,938.03
15) AFTERMARKETS:		Deferred Price:	
16) Service Contract:		Unpaid Balance:	\$ 45,938.03
Command (?):			

Enter a command, a field number, or press a function key. Enter ? for help.  
 F3=Sv/Ex F5=RRcall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

CHI-007814 IL

9-NOV-2024, 05:10:7814, REG-231

1873

120240227 2114

INTC (CERTIFICATE) TRD (RAMP BUYP) CAMP (BOOK EXCL) (ROTA)

022042 235/11335

1E8SK808B RGA39503 NB



# EXPLORER

REG A39503  
EXTERIOR: AGATE-BLACK METALLIC  
INTERIOR: EBONY ACTIVE SEAT MTR

EPA Fuel Economy and Environment  
Fuel Economy: 23 MPG (combined city/hwy), 20 city, 27 highway  
You spend \$2,000 more in fuel costs over 5 years compared to the average new vehicle.

Annual fuel cost \$2,350  
fuelconomy.gov

**GOVERNMENT 5-STAR SAFETY RATINGS**

Overall Vehicle Score: ★★★★★

Frontal Crash: ★★★★★  
Driver: ★★★★★  
Passenger: ★★★★★

Side Crash: ★★★★★  
Front seat: ★★★★★  
Rear seat: ★★★★★

Rollover: ★★★★★

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 1-888-327-4268

- STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE**
- EXTERIOR**
- DOOR HANDLES - BODY COLOR
  - EASY FUEL CAP LESS FILLER
  - HEADLAMPS - AUTO LED
  - LED SIGNATURE LIGHTING
  - MIRRORS - MAN-FOLD DUAL PWR HEATED WITH APPROACH LAMPS
  - POWER LIFTGATE - REAR DOORS
  - REAR WIPER/WASHWIPER
  - REAR SPOILER, BODY COLOR
  - ROOF-RACK SIDE RAILS-BLACK
  - TAILLAMPS-LED
  - TRAILER SWAY CONTROL
  - VARIABLE INTERNAL WIPERS
- INTERIOR**
- TOUCH UP/DOWN DRIVPASS WIN
  - 3RD ROW - 50/50 FOLD FLAT
  - DUAL ILLUM VIS VANITY MIRR
  - FRONT ROW HEATED SEATS
  - P CLUSTER 6.5" LCD SCREEN
  - HEATED W/WRAPPED STEERING WHL
  - ILLUM W/WRAPPED STEERING WHL
  - TRIP METER
  - POWER POINT
  - ROTARY GEAR SHIFT DIAL
  - TRIAL-ZONE ELECTRIC TRAP CTRL
  - USB (A1) AND (C1)-1ST ROW
- FUNCTIONAL**
- 4-DR INTELL ACCESS LOCK
  - UNLOCK W/PUSH-BUTTON START
  - AM/FM/MP3, 8 SPEAKERS
  - BRAKES, 4-WHEEL DISCS
  - FORD CO-PILOT360™
  - FORDPASS™ CONNECT
  - HILL START ASSIST
  - REAR PARKING SENSORS
  - REAR VIEW CAMERA
  - PERSONAL SAFETY SYSTEM™
  - 30S POST-CRASH ALERT SYS™
  - SYNC3 8" SCR. W/APP LINKS
- SAFETY/SECURITY**
- ADVANCECTRA™ WITH RSC®
  - AIRBAG-DRIVER/PASS KNEE
  - AIRBAGS - DUAL STAGE FRONT
  - AIRBAGS - FRONT SEAT
  - UNLIMITED SIDE IMPACT
  - AIRBAGS - SAFETY CANOPY®
  - INOV TIRE PRESS MONIT SYS
  - LATCH CHILD SAFETY SYSTEM
  - PERIMETER ALARM
  - PERSONAL SAFETY SYSTEM™
  - 30S POST-CRASH ALERT SYS™
- WARRANTY**
- 3-YR/50,000 BUMPER/BUMPER
  - 5-YR/60,000 POWERTRAIN
  - 5-YR/60,000 ROADSIDE ASSIST

**fuelconomy.gov**

Estimated per gallon estimates and compare vehicles

Annual fuel cost \$2,350

MPG: 23 (combined), 20 (city), 27 (highway)

4.3 gallons per 100 miles

You spend \$2,000 more in fuel costs over 5 years compared to the average new vehicle.

Fuel Economy & Greenhouse Gas Rating (EPA only) Smog Rating (California only)

Standard SUVs range from 13 to 102 MPG. The best vehicle rates 1-40 MPG.

**PRICE INFORMATION**

BASE PRICE	\$40,670.00
TOTAL OPTIONS/OTHER	3,620.00
TOTAL VEHICLE & OPTIONS/OTHER DESTINATION & DELIVERY	44,290.00
TOTAL BEFORE DISCOUNTS	45,865.00
4WD REGIONAL DISCOUNT	300.00
TOTAL SAVINGS	300.00

**RESIDENCY RESTRICTIONS APPLY TO DISCOUNTS/SAVINGS - BASED ON YOUR STATE. SEE DEALER FOR DETAILS.**

**TOTAL MSRP \$45,565.00**

Whether you decide to lease or finance your vehicle, you'll find the choices that are right for you. See your dealer for details or visit [www.ford.com/finance](http://www.ford.com/finance).

REG-231 N REG 2X 425 027814 02 20 24

**AMERICA'S ALL-TIME BEST-SELLING SUV**

The Ford Explorer Connect™ model is active and offering vehicle data (e.g., diagnosis) for Ford. See In-Vehicle Settings for connectivity options.

Explorer Connect™ service and the MyFord™ App are available for certain models. These are not available for all models. See dealer for details. Explorer Connect™ is not available for all models. See dealer for details. Explorer Connect™ is not available for all models. See dealer for details.

**CONVOY**

REG-231 N REG 2X 425 027814 02 20 24

REG-231 N REG 2X 425 027814 02 20 24

**FORD PROTECT**

The only extended service plan fully backed by Ford. Every Ford dealership in the U.S., Canada and Mexico. See your Ford dealer or visit [www.FordProtect.com](http://www.FordProtect.com).

REG-231 N REG 2X 425 027814 02 20 24

**WARNING:** Operating, servicing and maintaining a passenger vehicle, pickup truck, van, or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, oil additives, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to [www.P65Warnings.ca.gov/passenger-vehicle](http://www.P65Warnings.ca.gov/passenger-vehicle).

1202402272114

06/14/2024

TH0480

Quote Worksheet - Purchase

Deal Number:	41375	17) CL/A&H CODE:	NO
1) Contract Date:	06/14/24	18) A&H Premium:	
2) Fin Inst:	CASH	19) APR:	%
3) Stock Number:	T40480	20) Term:	
4) Cash Price:	\$ 45,585.00	21) DaysTo/1stPmtDate:	06/14/24
5) MFR Rebate 1:		22) **PAYMENT**:	\$ 45,938.03
6) MFR Rebate 2:			
7) Cash Down/Deposit:			
8) NOTE:			
9) Trade Info:			
Total Down:			
10) Tax Info:		Sale Subtotal:	\$ 45,580.00
11) COOK CNTY TAX(FLAT:		Total Financed:	\$ 45,938.03
12) DOC FEE:	\$ 358.03	Finance Charge:	
13) LIC & TITLE FEE:		Total Other Charges:	
14) NADW:		Total of Payments:	\$ 45,938.03
15) AFTERMARKETS:		Deferred Price:	
16) Service Contract:		Unpaid Balance:	\$ 45,938.03
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HRM-005750 IL 9-INTERVAL, HB, 1.0575B, ROI71 4330

VTIC CERT CERT TRD PRNAPRUBP CAME BOO EXFL ROTA

000000 3446 LA654 37ACR9561 RRE42528 NB

DOT Fuel Economy and Environment



# BRONCO SPORT

RR **E42528**

EXTERIOR: BURBON GREEN METALLIC  
INTERIOR: EBONY BLACK UNIQUE CLOTH

EPA Fuel Economy and Environment

Gasoline Vehicle

**26** MPG  
combined city/hwy

25 29  
city highway

3.8 gallons per 100 miles

You spend **\$750** more in fuel costs over 5 years compared to the average new vehicle.

Fuel Economy & Greenhouse Gas Rating (EPA only)

Smog Rating (passenger only)

Annual fuel cost **\$2,100**

Small SUV's range from 14 to 23 MPG. The best. Vehicle rates 140 MPG.

This vehicle will help you reduce your carbon footprint. Actual results will vary. Fuel economy based on 15,000 miles per year at 55 mph city/45 mph highway. Cost estimate based on current market prices and does not include taxes, license, and title. Actual results may vary. See dealer for details.

### fuel economy.gov

Cashback Personalized assistance on your Bronco vehicle.

**GOVERNMENT 5-STAR SAFETY RATINGS**

Overall Vehicle Score: ★★★★★

Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash	★★★★★
Driver Passenger	★★★★★
Side	★★★★★
Front seat	★★★★★
Rear seat	★★★★★
Rollover	★★★★★

Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles of similar size and weight.

Based on the risk of injury in a side impact.

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

## FORD SPORT

**BUILT WILD**

The FordPass Connect™ mode is active and sending vehicle data (e.g., diagnostics) to Ford. See in-vehicle Settings for Connectivity options.

**FORD PROTECT™**

The only guaranteed service plan fully backed by Ford and honored every Ford dealership in the US, Canada and Mexico. See your Ford Dealer or visit [www.ford.com/protect](http://www.ford.com/protect).

Additional features available for purchase. Actual results will vary. Fuel economy based on 15,000 miles per year at 55 mph city/45 mph highway. Cost estimate based on current market prices and does not include taxes, license, and title. Actual results may vary. See dealer for details.

### functional

- AM/FM STEREO WITH SPEAKERS
- AUTO START STOP TECH
- 18" WHEEL DISCS
- FLOOD LIGHT ADJUSTABLE
- REAR VIEW CAMERA
- ILLUMINATED ENTRY SYSTEM
- MANUAL PASS SEAT - 4-WAY
- POWER WINDOWS - 12V
- POWER LOCKS
- STEERING WHEEL TELESCOPE
- CRUISE & AUDIO CONTROLS
- USB A AND C

### SAFETY & SECURITY

- ADVANCE TRAC™ WITH RSC®
- AIRBAGS - DUAL STAGE FRONT
- PRE-CRASH SAFETY SYSTEMS
- NEW TIRE PRESS MONITORING
- LATCH CHILD SAFETY SYSTEM
- PERIMETER ALARM
- SECURITY LOCKS - ANTI-THEFT SYS
- SIDE AIRBAGS
- SOS POST-CRASH ALERT SYSTEM

### WARRANTY

- 3-YR/50,000 BUMPER TO BUMPER
- 5-YR/60,000 POWERTRAIN
- 5-YR/60,000 ROADSIDE ASSIST\*

### PRICE INFORMATION

BASE PRICE	\$29,795.00
TOTAL OPTIONS/OTHER DESTINATION & DELIVERY	2,175.00
TOTAL VEHICLE & OPTIONS/OTHER DESTINATION & DELIVERY	\$31,970.00
TOTAL BEFORE DISCOUNTS	33,565.00
CONV PKG NATIONAL DISCO	750.00
TOTAL SAVINGS	750.00

NO CHARGE

NO CHARGE

NO CHARGE

NO CHARGE

NO CHARGE

NO CHARGE

**BRONCO OFF-ROADERS** is an outdoor and off-road adventure playground. Original Bronco Sport owners who purchase this full-day, immersive driving experience, valued at \$2,500. \*Must be 21 or older. See [www.broncooffroader.com](http://www.broncooffroader.com) for more information.

Whether you decide to lease or finance your vehicle, you'll find the choices that are right for you. See your dealer for details or visit [www.ford.com/finance](http://www.ford.com/finance).

CONVOY

MEM # 41-1063 OUT 2

FDOT11 NB 2X 430 005750 04 17 24

This label is affixed pursuant to the Federal Automobile Information Disclosure Act. Cancellation, License, and Title Fees, State and Local Taxes are not included. Dealer installed options or accessories are not included unless listed above.

T40486

Quote Worksheet - Purchase

Deal Number:	41375		
1) Contract Date:	06/14/24	17) CL/A&H CODE:	NO
2) Fin Inst:	CASH	18) A&H Premium:	
3) Stock Number:	T40486	19) APR:	
4) Cash Price:	\$ 32,815.00	20) Term:	
5) MFR Rebate 1:		21) DaysTo/1stPmtDate:	06/14/24
6) MFR Rebate 2:		22) **PAYMENT**:	\$ 33,173.03
7) Cash Down/Deposit:			
8) NOTE:			
9) Trade Info:			
Total Down:			
10) Tax Info:		Sale Subtotal:	\$ 32,815.00
11) COOK CNTY TAX(FLAT:		Total Financed:	\$ 33,173.03
12) DOC FEE:	\$ 358.03	Finance Charge:	
13) LIC & TITLE FEE:		Total Other Charges:	
14) NADW:		Total of Payments:	\$ 33,173.03
15) AFTERMARKETS:		Deferred Price:	
16) Service Contract:		Unpaid Balance:	\$ 33,173.03
Command (?):			

Enter a command, a field number, or press a function key. Enter ? for help.  
 F3=SV/EX F5=RRecall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

HRM-004602 IL

9-NORWALK, NE, 104602, R0291, 3985

UTIC KENT CANTON CHERYTERO RAMAFFRIBORP CAMPBROUR EXEVALRSTA

000000 357KCR9865 RRE48218 NB

321975520



# BRONCO SPORT

**RR E48218**  
 EXTERIOR: CARBONIZED GRAY METALLIC  
 INTERIOR: EBONY BLACK UNIQUE CLOTH

- STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE**
- EXTERIOR**
    - ACTIVE GRILLE SHUTTERS
    - DOOR HANDLES - BLACK
    - EASY FUEL CAPLESS FILLER
    - HEADLAMPS - AUTO HIGH BEAM
    - HEADLAMPS - LED
    - LIFTGATE W/ LIFTGLASS
    - MIRRORS - HD POWER GLASS
    - REAR WIPER W/ WASH
    - REAR WIPER WASH/WAX
    - ROOF RACK, SIDE RAILS - BLACK
    - TAILLAMPS - LED
  - INTERIOR**
    - TOUCH DOWN DRIVER WINDOW
    - 60/40 SPLIT FOLD REAR SEAT
    - DUAL ILLUM VES VANITY MIRR
    - ELECTRONIC AUTO TEMP CTRL
    - FLOOD LIGHT ADJ LIFTGATE
    - ILLUMINATED ENTRY SYSTEM
    - MANUAL PALS SEAT - 4-WAY
    - POWER WINDOWS
    - RUBBERIZED CARGO FLOOR
    - STEERING-TILT TEL ESCAPE
    - STEERING-AUDIO CONTROLS
    - USB A AND C
  - FUNCTIONAL**
    - AM/FM STEREO W/ SPEAKERS
    - AUTO START STOP TECH
    - BRAKES - 4-WHEEL DISC/ABS
    - FORD CO-PILOT360™
    - FORDPASS™ CONNECT
    - REAR VIEW CAMERA
    - REFRIGERS
    - REMOTE KEYLESS ENTRY
    - SECURITY WINDOW
    - STEERING W/ AUDIO
    - STEERING-TRAILER HOOK
    - TERMIN MANAGEMENT SYS-5
    - WIRING PREP-PACK
  - SAFETY/SECURITY**
    - ADVANCE TRACT™ WITH RSCG
    - AIRBAG - DRIVER KNEE
    - AIRBAGS - DUAL STAGE FRONT
    - AIRBAGS - SAFETY CANOPY®
    - FRT-PASS SENSING SYSTEM
    - INOV TIRE PRESS MONIT SYS
    - LATCH CHILD SAFETY SYSTEM
    - PERIMETER ALARM
    - SECURITY LOCKS ANTI-THEFT SYS
    - SIDE AIRBAGS
    - SECURITY LOCKS ANTI-THEFT SYS
    - 3-SP POST-CRASH ALERT SYS™
  - WARRANTY**
    - 3YR/50,000 MILE PER BUMPER
    - 5YR/60,000 MILE POWERTRAIN
    - 5YR/60,000 MILE ROADSIDE ASSIST.

- INCLUDED ON THIS VEHICLE**
- OPTIONAL EQUIPMENT/CLOTHES**
- EQUIPMENT GROUP 300A
- 17" CARBON GRAY HGM GLS W/HL
- 255/65 R17 162H ABS BSW TIRES
- 50 STATE EMISSIONS
- SUPPLEMENTAL PTC HEATER
- FRONT LICENSE PLATE BRACKET

**PRICE INFORMATION**

BASE PRICE	\$29,795.00
TOTAL OPTIONS/OTHER	23,795.00
TOTAL VEHICLE & OPTIONS/OTHER DESTINATION & DELIVERY	1,595.00

BRONCO OFF-ROAD™ is an outdoor and off-road adventure playground. Original Bronco Sport owners who purchase and take delivery can attend this full-day, intensive driving experience, valued at \$2,000. Fleet vehicles not eligible. See [www.BroncoOffRoad.com](http://www.BroncoOffRoad.com) for more information.

MAP ONE	CH79
MAP TWO	CONVOY
ITEM #:	41-N55V 0172

This label is affixed pursuant to the Federal Automobile Information Disclosure Act, California, Arizona, and Title Fees, State and Local taxes are not included. Dealer installed options or accessories are not included unless listed above.

## EPA Fuel Economy and Environment

**Fuel Economy**  
 26 MPG combined city/hwy  
 25 city  
 29 highway  
 3.8 gallons per 100 miles

**You spend \$750 more in fuel costs over 5 years** compared to the average new vehicle.

**Annual fuel cost \$2,100**



**fuelconomy.gov**



## GOVERNMENT 5-STAR SAFETY RATINGS



Overall Vehicle Score	★★★★★
Frontal Crash	★★★★★
Side Crash	★★★★★
Rollover	★★★★★

**BUILT WILD**

**WARNING:** Operating, servicing and maintaining a passenger vehicle, pickup truck, van, or off-road vehicle can expose you to chemicals including engine exhaust, carbon monoxide, phthalates, and lead, which are known to the State of California to cause cancer and birth defects or other reproductive harm. To minimize exposure, avoid breathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-ventilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to [www.P65Warnings.ca.gov/passenger-vehicle](http://www.P65Warnings.ca.gov/passenger-vehicle).

**FORD PROTECT**

**80291 N. RB 2X 430 004602 04 29 24**

**80291 N. RB 2X 430 004602 04 29 24**

740551

06/14/2024



Quote Worksheet - Purchase

Deal Number:	41375		
1) Contract Date:	06/14/24	17) CL/A&H CODE:	NO
2) Fin Inst:	CASH	18) A&H Premium:	
3) Stock Number:	T40551		
4) Cash Price:	\$ 31,390.00	19) APR:	
5) MFR Rebate 1:		20) Term:	
6) MFR Rebate 2:		21) DaysTo/1stPmtDate:	06/14/24
7) Cash Down/Deposit:			
8) NOTE:		22) **PAYMENT**:	\$ 31,748.03
9) Trade Info:			
Total Down:			
10) Tax Info:		Sale Subtotal:	\$ 31,390.00
11) COOK CNTY TAX(FLAT:		Total Financed:	\$ 31,748.03
12) DOC FEE:	\$ 358.03	Finance Charge:	
13) LIC & TITLE FEE:		Total Other Charges:	
14) NADW:		Total of Payments:	\$ 31,748.03
15) AFTERMARKETS:		Deferred Price:	
16) Service Contract:		Unpaid Balance:	\$ 31,748.03
Command (?):			

Enter a command, a field number, or press a function key. Enter ? for help.  
 F3=SV/Ex F5=RRecall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

# HAWK FORD

Gus Vasalapoulos 2024 Explorer Xlt

<b>Selling Price:</b>	41,905.00
<b>Trade Allowance:</b>	0.00
<b>Credited Pre-Tax Allowance:</b>	0.00
<b>Difference:</b>	41,905.00
<b>Document Fee:</b>	358.03
<b>ERT:</b>	35.00
<b>Sub Total:</b>	42,298.03
<b>Sales Tax:</b>	0.00
<b>License Plates:</b>	0.00
<b>Delivered Price:</b>	42,298.03
<b>Balance owed on trade:</b>	0.00
<b>Total rebates:</b>	0.00
<b>Deposit/Down Payment:</b>	0.00
<b>Taxed Trade Allowance:</b>	0.00
<b>Warranty:</b>	0.00
<b>Grand Total:</b>	<b>\$42,298.03</b>

# HAWK FORD

Gus Vasalapoulos 2024 Explorer Xlt

<b>Selling Price:</b>	42,105.00
<b>Trade Allowance:</b>	0.00
<b>Credited Pre-Tax Allowance:</b>	0.00
<b>Difference:</b>	42,105.00
<b>Document Fee:</b>	358.03
<b>ERT:</b>	35.00
<b>Sub Total:</b>	42,498.03
<b>Sales Tax:</b>	0.00
<b>License Plates:</b>	0.00
<b>Delivered Price:</b>	42,498.03
<b>Balance owed on trade:</b>	0.00
<b>Total rebates:</b>	0.00
<b>Deposit/Down Payment:</b>	0.00
<b>Taxed Trade Allowance:</b>	0.00
<b>Warranty:</b>	0.00
<b>Grand Total:</b>	<b>\$42,498.03</b>

# HAWK FORD

## Gus Vasalapoulos 2024 Explorer Xlt

<b>Selling Price:</b>	41,845.00
<b>Trade Allowance:</b>	0.00
<b>Credited Pre-Tax Allowance:</b>	0.00
<b>Difference:</b>	41,845.00
<b>Document Fee:</b>	358.03
<b>ERT:</b>	35.00
<b>Sub Total:</b>	42,238.03
<b>Sales Tax:</b>	0.00
<b>License Plates:</b>	0.00
<b>Delivered Price:</b>	42,238.03
<b>Balance owed on trade:</b>	0.00
<b>Total rebates:</b>	0.00
<b>Deposit/Down Payment:</b>	0.00
<b>Taxed Trade Allowance:</b>	0.00
<b>Warranty:</b>	0.00
<b>Grand Total:</b>	<b>\$42,238.03</b>

# HAWK FORD

## Gus Vasalapoulos 2024 Bronco Sport

<b>Selling Price:</b>	32,105.00
<b>Trade Allowance:</b>	0.00
<b>Credited Pre-Tax Allowance:</b>	0.00
<b>Difference:</b>	32,105.00
<b>Document Fee:</b>	358.03
<b>ERT:</b>	35.00
<b>Sub Total:</b>	32,498.03
<b>Sales Tax:</b>	0.00
<b>License Plates:</b>	0.00
<b>Delivered Price:</b>	32,498.03
<b>Balance owed on trade:</b>	0.00
<b>Total rebates:</b>	0.00
<b>Deposit/Down Payment:</b>	0.00
<b>Taxed Trade Allowance:</b>	0.00
<b>Warranty:</b>	0.00
<b>Grand Total:</b>	<b>\$32,498.03</b>

# HAWK FORD

## Gus Vasalapoulos 2024 Bronco Sport

<b>Selling Price:</b>	31,990.00
<b>Trade Allowance:</b>	0.00
<b>Credited Pre-Tax Allowance:</b>	0.00
<b>Difference:</b>	31,990.00
<b>Document Fee:</b>	358.03
<b>ERT:</b>	35.00
<b>Sub Total:</b>	32,383.03
<b>Sales Tax:</b>	0.00
<b>License Plates:</b>	0.00
<b>Delivered Price:</b>	32,383.03
<b>Balance owed on trade:</b>	0.00
<b>Total rebates:</b>	0.00
<b>Deposit/Down Payment:</b>	0.00
<b>Taxed Trade Allowance:</b>	0.00
<b>Warranty:</b>	0.00
<b>Grand Total:</b>	<b>\$32,383.03</b>