

POLICE FLEET COMPARRISON

2020 YEAR MODEL

DODGE DURANGO

FORD EXPLORER

CHEVROLET TAHOE

AVAILABLE

NOT AVAILABLE

NOT AVAILABLE

\$32,369

\$32,395

\$35,310

Projected price increase for 2021

Not available (Likely)

Not available

\$37,800

All vehicles are priced with similarly equipped options and are police rated.

John Jones Automotive Group

2020 Dodge Durango

\$32,369 X 5 Total \$161,845

Trade-in 2015 Tahoe - \$13,500

Grand Total **\$148,345**

Safety Systems has confirmed pricing for up-fitting as previously quoted earlier this year.

John Jones Automotive Group WORKSHEET

Customer Name (s) City of Greenfield
 To Be Titled As Follows City of Greenfield
 Address 10 S State St
 City, State, Zip Greenfield IN 461402364

Home Phone (317) 477-4400 Work Phone _____
 #1 Social Security # _____ D.O.B. _____ #2 Social Security # _____ D.O.B. _____

Vehicle Type New Used Demo Year 2020 Make Dodge Model Durango
 VIN 1C4SDJFT3LC286711 Color DB Black Clearcoat Mileage 49 Stock No. K2943L

Trade #1: Year 2015 Make Chevrolet Model Tahoe
 VIN 1GNSK2EC6FR519650 Color Black Mileage 95711

Trade #2 Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Suggested Selling Price	\$ 39,360.00
Dealer Installed Equipment	\$ 795.00
Total Price of Vehicle	\$ 40,155.00
Dealer Provided Discount	\$ (8,021.00)
Selling Price	\$ 32,134.00
Trade-In #1 Credit	\$ 13,500.00
Trade-In #2 Credit	\$
Cash Difference	\$ 18,634.00
Doc. Fee	\$ 199.00
Sales Tax	\$
Other Items	\$
Add'l Items: Other Fees, Taxes	\$ 36.00
Sales Tax on Add'l Items	\$
Total	\$ 18,869.00
Less Deposit	\$
Less Rebate	\$
Subtotal	\$ 18,869.00
Balance Owed on Trade In	\$
Total of Above Items	\$ 18,869.00
Cash on Delivery/Balance to be Financed	\$ 18,869.00

S.S.P. \$ _____

LETTER OF INTENT

I (we) authorize an investigation of my (our) credit history, my (our) employment history and my (our) signing this document, I (we) do hereby expressly authorize John Jones Automotive Group to send to multiple lending institutions my (our) credit information, which may include a credit history application(s), credit history report, or any other such data as may be requested by the financial institutions with the intent to establish credit; and obtain payoff information on trade vehicles. This confirms that, subject to preparation of necessary contract documents setting forth specific terms, to be executed by all the parties, I/we intend to purchase the within described vehicle subject to these price and trade-in terms.

Customer Approval JH Rosel

Customer Approval _____

Adverse Action Notice Received _____

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Vehicle Type New Used Demo Year 2020 Make Dodge Model Durango
 VIN 1C4SDJFT3LC308948 Color DB Black Clearcoat Mileage 42 Stock No. K2928L

Trade #1: Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Trade #2 Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Suggested Selling Price	\$ 39,360.00
Dealer Installed Equipment	\$ 795.00
Total Price of Vehicle	\$ 40,155.00
Dealer Provided Discount	\$ (8,021.00)
Selling Price	\$ 32,134.00
Trade-In #1 Credit	\$
Trade-In #2 Credit	\$
Cash Difference	\$ 32,134.00
Doc. Fee	\$ 199.00
Sales Tax	\$
Other Items	\$
Add'l Items: Other Fees, Taxes	\$ 36.00
Sales Tax on Add'l Items	\$
Total	\$ 32,369.00
Less Deposit	\$
Less Rebate	\$
Subtotal	\$ 32,369.00
Balance Owed on Trade In	\$
Total of Above Items	\$ 32,369.00
Cash on Delivery/Balance to be Financed	\$ 32,369.00

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Customer Approval Jeff Rosel
 Customer Approval _____
 Adverse Action Notice Received _____

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Vehicle Type New Used Demo Year 2020 Make Dodge Model Durango
 VIN 1C4SDJFT7LC286713 Color DB Black Clearcoat Mileage 49 Stock No. K2951L

Trade #1: Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Trade #2 Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Suggested Selling Price	\$ 39,360.00
Dealer Installed Equipment	\$ 795.00
Total Price of Vehicle	\$ 40,155.00
Dealer Provided Discount	\$ (8,021.00)
Selling Price	\$ 32,134.00
Trade-In #1 Credit	\$
Trade-In #2 Credit	\$
Cash Difference	\$ 32,134.00
Doc. Fee	\$ 199.00
Sales Tax	\$
Other Items	\$
Add'l Items: Other Fees, Taxes	\$ 36.00
Sales Tax on Add'l Items	\$
Total	\$ 32,369.00
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Less Rebate	\$
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Customer Approval John Rasel

Customer Approval _____

Adverse Action Notice Received _____

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Vehicle Type New Used Demo Year 2020 Make Dodge Model Durango
 VIN 1C4SDJFT0LC286715 Color DB Black Clearcoat Mileage 52 Stock No. K2953L

Trade #1: Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Trade #2 Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Suggested Selling Price	\$ 39,360.00
Dealer Installed Equipment	\$ 795.00
Total Price of Vehicle	\$ 40,155.00
Dealer Provided Discount	\$ (8,021.00)
Selling Price	\$ 32,134.00
Trade-In #1 Credit	\$
Trade-In #2 Credit	\$
Cash Difference	\$ 32,134.00
Doc. Fee	\$ 199.00
Sales Tax	\$
Other Items	\$
Add'l Items: Other Fees, Taxes	\$ 36.00
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Customer Approval Jeff Rasel

Customer Approval _____

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Vehicle Type: New Used Demo Year 2020 Make Dodge Model Durango
 VIN 1C4SDJFT1LC369716 Color DB Black Clearcoat Mileage 47 Stock No. P1008L

Trade #1: Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Trade #2 Year _____ Make _____ Model _____
 VIN _____ Color _____ Mileage _____

Suggested Selling Price	\$ 39,360.00
Dealer Installed Equipment	\$ 795.00
Total Price of Vehicle	\$ 40,155.00
Dealer Provided Discount	\$ (8,021.00)
Selling Price	\$ 32,134.00
Trade-In #1 Credit	\$
Trade-In #2 Credit	\$
Cash Difference	\$ 32,134.00
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Customer Approval *Jeff Rasul*
 Customer Approval _____
 Adverse Action Notice Received _____