



Asunto: Plan Especial de Entrega Inmediata con y sin anualidades.

Fecha: 19/03/08
Circular: 22/08

Red de Distribuidores Ford.

**Atn: Gerentes Generales.
Gerente Administrativo
Gerente de Autofinanciamiento.**

Los cambios del mercado exigen planes innovadores, por este motivo hemos mejorado el Plan de Entrega Inmediata.

Principales mejoras:

- a) Entrega inmediata (72 horas proceso Conauto).
- b) El pago inicial para adjudicación no reduce el plazo, disminuye el importe de las mensualidades.
- c) Opciones con y sin pago de anualidades.
- d) Opciones con enganche alto (30%) o bajo (15%/17%).
- e) Precios de contado.
- f) Factores bajos.

Por esto y por mucho más es el mejor plan de entrega inmediata que existe y que hemos tenido en Conauto.

Características:

Plan CON ANUALIDADES:

Plazo	Enganche		# de Mensualidades restantes	# de anualidades
	1er. Cuota	1 pago fuerte		
48 meses	1er. Cuota	1 pago fuerte	47	4
60 meses	1er Cuota	1 pago fuerte	59	5

Modalidad	# de anualidades 48 meses	# de anualidades 60 meses	Factor 48 meses	Factor 60 meses
Enganche alto del 30%	4	5	2.43%	2.03%
Enganche bajo del 15%	4	N/A	2.52%	N/A
Enganche bajo del 17%	N/A	5	N/A	2.12%

Nota: Los planes con anualidades son exclusivamente para clientes asalariados.



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Plan SIN ANUALIDADES:

Plazo	Enganche		# de Mensualidades restantes	# de anualidades
48 meses	1er. Cuota	1 pago fuerte	47	0
60 meses	1er Cuota	1 pago fuerte	59	0

Modalidad	# de anualidades 48 meses	# de anualidades 60 meses	Factor 48 meses	Factor 60 meses
Enganche alto del 30%	SIN	SIN	2.43%	2.03%
Enganche bajo del 15%	SIN	SIN	2.52%	N/A
Enganche bajo del 17%	SIN	SIN	N/A	2.12%

Nota: Los planes sin anualidades van dirigidos a todo cualquier perfil de clientes.

Bases:

Vigencia:

Este plan estará vigente hasta el día 31 de Marzo de 2008 o hasta llegar a 1,000 contratos, lo que suceda primero.

Mecánica operativa:

Este plan opera como los planes Empresariales.

1. El pago inicial para adjudicarse (Enganche) se compone de una mensualidad más un pago fuerte. Debemos notar que ahora no se trata de cuotas anticipadas, sino de un pago adicional que nos disminuye el importe de las mensualidades.
2. Se deberá de utilizar exclusivamente el **Contrato de Plan Empresarial**.
3. Se contará con una lista de precios clara y sencilla para los vendedores.
4. Al momento del llenado, aparecerá un menú en el que podrán elegir la modalidad del plan para cada cliente (Ver anexo # 1).



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Lista de precios que opera para estos planes:

Lista de precios de contado.

10 sencillos pasos a seguir para poner tus sueños sobre ruedas:

Pasos	Acción a seguir
1	El cliente contrata pagando su primera cuota y firmando el contrato.
2	El vendedor solicita desde la contratación las garantías de crédito e inicia la investigación para su pre-evaluación.
3	Distribuidor captura el contrato y lo envía de inmediato a Corporativo para su integración y adjudicación.
4	Una vez recibida la documentación completa y realizada la investigación, el Distribuidor la envía a Evaluación de crédito.
5	Evaluación de crédito responde en 24 Hrs.
6	Una vez autorizado, el cliente realiza su pago fuerte como complemento a su enganche.
7	El Distribuidor imprime la documentación para la entrega de la unidad, recabando las firmas necesarias y enviando el expediente a Corporativo para el pago de la unidad.
8	Conauto paga la unidad 24 Horas después de que el cliente presentó completas y correctas sus garantías de crédito.
9	El Distribuidor prepara la unidad y programa la entrega, misma que deberá ser después de que Conauto haya pagado la unidad.
10	El cliente pone sus sueños sobre ruedas.



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Ejemplos:

1.- Enganche Alto con Anualidades.

Unidad: Focus ZED.
Precio Contado: \$171,700
Plazo: 48 meses.

Ira. Mensualidad.	\$2,986.39
Adicional (Enganche).	\$48,526.04
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$51,512.43 = 30%
Total de anualidades.	4 de \$7,198 c/u
Plazo restante.	47 meses
Total a pagar.	\$217,640.00

Unidad: Focus ZED.
Precio Contado: \$171,700
Plazo: 60 meses.

Ira. Mensualidad.	\$2,583.86
Adicional (Enganche).	\$48,926.28
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$51,510 = 30%
Total de anualidades.	5 de \$6,222.40 c/u
Plazo restante.	59 meses
Total a pagar.	\$231,053.85

2.- Enganche bajo con anualidades.

Unidad: Focus ZED.
Precio Contado: \$171,700
Plazo: 48 meses.

Ira. Mensualidad.	\$3,575.87
Adicional (Enganche).	\$22,179.13
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$25,755 = 15%
Total de anualidades.	4 de \$8,618.76 c/u
Plazo restante.	47 meses
Total a pagar.	\$225,167.08

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Unidad: Focus ZED.

Precio Contado: \$171,700

Plazo: 60 meses.

Ira. Mensualidad.	\$3,033.27
Adicional (Enganche).	\$26,155.87
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$29,189.14 = 17%
Total de anualidades.	5 de \$7,304.66 c/u
Plazo restante.	59 meses
Total a pagar.	\$240,495.32

Nota: Los planes con anualidades son únicamente para clientes asalariados.

3.- Enganche alto sin anualidades.

Unidad: Focus ZED.

Precio Contado: \$171,700

Plazo: 48 meses.

Ira. Mensualidad.	\$3,599
Adicional (Enganche).	\$47,912.50
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$51,510 = 30%
Total de anualidades.	N/A
Plazo restante.	47 meses
Total a pagar.	\$217,640

Unidad: Focus ZED.

Precio Contado: \$171,700

Plazo: 60 meses.

Ira. Mensualidad.	\$3,111.20
Adicional (Enganche).	\$48,397.95
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$51,510 = 30%
Total de anualidades.	N/A
Plazo restante.	59 meses
Total a pagar.	\$231,053.85



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4.- Enganche bajo sin anualidades.

Unidad: Focus ZED.
Precio Contado: \$171,700
Plazo: 48 meses.

Ira. Mensualidad.	\$4,309.38
Adicional (Enganche).	\$21,445.62
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$25,755 = 15%
Total de anualidades.	N/A
Plazo restante.	47 meses
Total a pagar.	\$225,167.08

Unidad: Focus ZED.
Precio Contado: \$171,700
Plazo: 60 meses.

Ira. Mensualidad.	\$3,652
Adicional (Enganche).	\$25,535.71
% Ira. Mensualidad + Pago adicional (% de Enganche).	\$29,188.05 = 17%
Total de anualidades.	N/A
Plazo restante.	59 meses
Total a pagar.	\$240,495.32

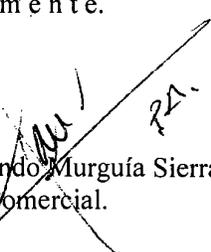
Nota: Los planes sin anualidades, están dirigidos a cualquier perfil de clientes.

¡Otra gran noticia!; a partir de esta fecha, las listas de todos planes se calcularán con base en los **Precios de Contado** publicados por la Asociación Mexicana de Distribuidores Ford.

Lo anterior aplica tanto para los planes de Entrega Inmediata como para los planes de Entrega Diferida, es decir, **¡Todas las listas de los planes de Conauto serán a Precios de Contado!**, esto nos permitirá vender unidades grandes, aprovechando la gran fortaleza que hay en este segmento.

Con este plan, estamos seguros que la fuerza de ventas tendrá una poderosa herramienta que les permitirá mejorar su cierre.

Atentamente.


Lic. Fernando Murguía Sierra.
Director Comercial.

Distribuidora: **AUTOS Y ACCESORIOS, S.A. DE C.U.**
EMPRESARIAL Promocional (inner Plan Especial Entrega Inmediata 48 meses)

Factores como: **0.3500** Integrante **0.3500** Adjudicado **48** Plazo en Meses **F29**

Folio: **8059076**

Datos Personales

Empresa? **Apellido Paterno:** **LEE** **Apellido Materno:** **ENRIQUE** **Nombre(s):** **HOLA**

Cliente Informal

Sexo: M F

F.Nacimiento: **01/01/1971** **R.F.C.*:** **LEEH-710101-** **RFC:** **LEEH-710101-HO3LHL** **C.U.R.P.:** **LEEH-710101-HO3LHL** **Estado Civil:** **Casado**

Grupo-Cliente
00000-000

Parametros

Vehículo Contratado:
C1BSS

Vendedor:
AAAPG600623031000

Domicilio

Calle:

Ciudad:

Lada: **Telefon:**

Beneficiario:

Pago Especial Empresarial

Clave Auto	Descripcion	obses
C1BSS	FUSION SEL V6	1 Pago Anticipado de \$ 76,109.69 Con Anualidad de \$ 11,289.
C1BSS	FUSION SEL V6	1 Pago Anticipado de \$ 75,147.60 Sin Anualidad
C1BSS	FUSION SEL V6	1 Pago Anticipado de \$ 34,786.74 Con Anualidad de \$ 13,517.
C1BSS	FUSION SEL V6	1 Pago Anticipado de \$ 33,636.08 Sin Anualidad

Tipo de Pago: Depósito Bancario Tarjeta de Crédito

Pago con: Boleta con Mismo Folio Boleta con otro Folio

Pda: 001

Fecha Pago: **Importe:** 0.00

Banco: **Total Pagado:** 0.00

Gastos Admon:	403.93
Iva:	60.59
Aportación Periódica:	5,608.52
MENSUALIDAD:	5,608.52
CUOTA MINIMA:	5,328.09

- Nuevo
- Guardar
- Cruzar
- Cancelar
- Imprimir
- Salir

LISTA DE PRECIOS 173 PAGO ADICIONAL BAJO SIN ANUALIDADES

60 MESES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,441.92	17,074.07	19,515.99	2,441.92
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,697.23	18,858.78	21,556.01	2,697.23
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	3,116.27	21,788.73	24,905.00	3,116.27
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	3,401.26	23,781.75	27,183.01	3,401.26
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,684.22	25,759.78	29,444.00	3,684.22
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,890.54	27,202.46	31,093.00	3,890.54
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,909.71	27,336.30	31,246.01	3,909.71
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	4,294.72	30,028.29	34,323.01	4,294.72
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	4,285.36	25,459.64	29,745.00	4,285.36
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	4,494.67	31,426.33	35,921.00	4,494.67
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	4,860.53	33,984.46	38,844.99	4,860.53
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	5,609.29	39,219.71	44,829.00	5,609.29
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	3,122.65	21,833.35	24,956.00	3,122.65
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	3,297.08	23,052.92	26,350.00	3,297.08
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	3,580.00	25,031.01	28,611.01	3,580.00
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,679.98	25,730.03	29,410.01	3,679.98
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,798.52	30,872.00	34,670.52	3,798.52
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	4,643.57	37,740.00	42,383.57	4,643.57
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	5,853.91	40,930.09	46,784.00	5,853.91
C1CSS	FUSION SE V6	224,103.00	251,200.00	5,343.40	37,360.60	42,704.00	5,343.40
C1BSS	FUSION SEL V6	239,248.00	269,300.00	5,728.41	40,052.59	45,781.00	5,728.41
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	5,992.18	41,896.82	47,889.00	5,992.18
H2CSS	ESCAPE XLS	233,370.00	257,800.00	5,483.79	38,342.21	43,826.00	5,483.79
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	5,051.98	35,323.02	40,375.00	5,051.98
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	4,313.86	30,162.14	34,476.00	4,313.86
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	4,579.75	32,021.25	36,601.00	4,579.75
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	4,769.07	33,344.93	38,114.00	4,769.07
W2DASS	COURIER L TM	88,212.00	101,400.00	2,156.90	15,081.11	17,238.01	2,156.90
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,644.04	18,486.95	21,130.99	2,644.04
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	2,340.61	19,023.00	21,363.61	2,340.61
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	4,209.63	29,433.37	33,643.00	4,209.63
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	4,675.48	32,690.53	37,366.01	4,675.48
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	3,652.32	25,535.71	29,188.03	3,652.32
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,918.23	27,394.75	31,312.98	3,918.23
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	4,226.65	29,552.42	33,779.07	4,226.65
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	4,481.90	31,337.17	35,819.07	4,481.90

LISTA DE PRECIOS 173 PAGO ADICIONAL ALTO SIN ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,080.16	32,359.84	34,440.00	2,080.16
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,297.59	35,742.41	38,040.00	2,297.59
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	2,654.55	41,295.45	43,950.00	2,654.55
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	2,897.36	45,072.64	47,970.00	2,897.36
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,138.37	48,821.63	51,960.00	3,138.37
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,314.11	51,555.89	54,870.00	3,314.11
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,330.45	51,809.56	55,140.01	3,330.45
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	3,658.41	56,911.59	60,570.00	3,658.41
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	3,593.18	55,896.82	59,490.00	3,593.18
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	3,828.73	59,561.27	63,390.00	3,828.73
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	4,140.40	64,409.60	68,550.00	4,140.40
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	4,778.22	74,331.78	79,110.00	4,778.22
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	2,660.00	41,380.00	44,040.00	2,660.00
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	2,808.59	43,691.42	46,500.01	2,808.59
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	3,049.59	47,440.42	50,490.01	3,049.59
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,134.75	48,765.26	51,900.01	3,134.75
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,290.56	51,190.34	54,480.90	3,290.56
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	4,022.61	62,577.38	66,599.99	4,022.61
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	4,986.60	77,573.40	82,560.00	4,986.60
C1CSS	FUSION SE V6	224,103.00	251,200.00	4,551.72	70,808.28	75,360.00	4,551.72
C1BSS	FUSION SEL V6	239,248.00	269,300.00	4,879.69	75,910.31	80,790.00	4,879.69
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	5,104.37	79,405.62	84,509.99	5,104.37
H2CSS	ESCAPE XLS	233,370.00	257,800.00	4,671.32	72,668.69	77,340.01	4,671.32
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	4,303.47	66,946.52	71,249.99	4,303.47
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	3,674.71	57,165.30	60,840.01	3,674.71
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	3,901.19	60,688.80	64,589.99	3,901.19
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	4,062.49	63,197.52	67,260.01	4,062.49
W2DASS	COURIER L TM	88,212.00	101,400.00	1,837.35	28,583.15	30,420.50	1,837.35
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,214.77	37,290.00	39,504.77	2,214.77
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	2,027.62	31,542.38	33,570.00	2,027.62
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	3,585.93	55,784.07	59,370.00	3,585.93
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	3,982.76	61,957.25	65,940.01	3,982.76
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	3,111.20	48,397.95	51,509.15	3,111.20
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,337.67	51,923.24	55,260.91	3,337.67
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	3,600.41	56,010.58	59,610.99	3,600.41
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	3,817.84	59,393.20	63,211.04	3,817.84

LISTA DE PRECIOS 173 PAGO ADICIONAL BAJO CON ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	5 ANUALIDADES DE	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,028.07	17,487.93	19,516.00	4,883.85	2,028.07
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,240.05	19,315.95	21,556.00	5,394.45	2,240.05
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	2,588.08	22,316.92	24,905.00	6,232.55	2,588.08
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	2,824.83	24,358.18	27,183.01	6,802.51	2,824.83
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,059.78	26,384.22	29,444.00	7,368.44	3,059.78
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,231.14	27,861.86	31,093.00	7,781.08	3,231.14
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,247.04	27,998.96	31,246.00	7,819.40	3,247.04
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	3,566.80	30,756.20	34,323.00	8,589.43	3,566.80
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	3,559.03	26,185.97	29,745.00	8,570.71	3,559.03
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	3,732.86	32,188.14	35,921.00	8,989.33	3,732.86
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	4,036.71	34,808.28	38,844.99	9,721.07	4,036.71
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	4,658.56	40,170.44	44,829.00	11,218.58	4,658.56
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	2,593.39	22,362.61	24,956.00	6,245.31	2,593.39
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	2,738.26	23,611.75	26,350.01	6,594.16	2,738.26
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	2,973.22	25,637.79	28,611.01	7,159.98	2,973.22
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,056.25	26,353.76	29,410.01	7,359.94	3,056.25
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,219.07	27,653.78	30,872.85	7,597.04	3,219.07
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	3,869.64	37,740.00	41,609.64	9,287.13	3,869.64
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	4,861.72	41,922.27	46,783.99	11,707.83	4,861.72
C1CSS	FUSION SE V6	224,103.00	251,200.00	4,437.74	38,266.26	42,704.00	10,686.80	4,437.74
C1BSS	FUSION SEL V6	239,248.00	269,300.00	4,757.49	41,023.50	45,780.99	11,456.83	4,757.49
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	4,976.56	42,912.44	47,889.00	11,984.36	4,976.56
H2CSS	ESCAPE XLS	233,370.00	257,800.00	4,554.34	39,271.67	43,826.01	10,967.58	4,554.34
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	4,195.70	36,179.30	40,375.00	10,103.96	4,195.70
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	3,582.70	30,893.30	34,476.00	8,627.72	3,582.70
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	3,791.16	32,809.84	36,601.00	9,159.50	3,791.16
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	3,960.75	34,153.25	38,114.00	9,538.14	3,960.75
W2DASS	COURIER L TM	88,212.00	101,400.00	1,791.34	15,446.67	17,238.01	4,313.79	1,791.34
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,195.90	18,935.10	21,131.00	5,288.09	2,195.90
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	1,950.51	19,023.00	20,973.51	4,681.22	1,950.51
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	3,496.14	30,146.87	33,643.01	8,419.26	3,496.14
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	3,883.02	33,482.98	37,366.00	9,350.95	3,883.02
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	3,033.27	26,155.87	29,189.14	7,304.66	3,033.27
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,254.12	28,059.03	31,313.15	7,836.45	3,254.12
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	3,510.26	30,269.48	33,779.74	8,453.29	3,510.26
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	3,722.25	32,097.54	35,819.79	8,963.80	3,722.25

LISTA DE PRECIOS 173 PAGO ADICIONAL ALTO CON ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	5 ANUALIDADES DE	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	1,727.59	32,712.41	34,440.00	4,160.33	1,727.59
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	1,908.14	36,131.86	38,040.00	4,595.18	1,908.14
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	2,204.59	41,745.40	43,949.99	5,309.11	2,204.59
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	2,406.29	45,563.71	47,970.00	5,794.72	2,406.29
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	2,606.44	49,353.56	51,960.00	6,276.73	2,606.44
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	2,752.36	52,117.64	54,870.00	6,628.23	2,752.36
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	2,765.97	52,374.04	55,140.01	6,660.87	2,765.97
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	3,038.34	57,531.66	60,570.00	7,316.81	3,038.34
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	2,984.16	56,505.84	59,490.00	7,186.35	2,984.16
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	3,179.79	60,210.20	63,389.99	7,657.47	3,179.79
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	3,438.63	65,111.37	68,550.00	8,280.79	3,438.63
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	3,968.35	75,141.65	79,110.00	9,556.43	3,968.35
JVD/ISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	2,216.67	41,823.33	44,040.00	5,320.00	2,216.67
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	2,332.56	44,167.45	46,500.01	5,617.17	2,332.56
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	2,532.71	47,957.30	50,490.01	6,099.16	2,532.71
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	2,603.43	49,296.57	51,900.00	6,269.48	2,603.43
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	2,732.85	51,747.13	54,479.98	6,581.12	2,732.85
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	3,107.36	63,492.64	66,600.00	8,045.23	3,107.36
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	4,141.41	78,418.59	82,560.00	9,973.19	4,141.41
C1CSS	FUSION SE V6	224,103.00	251,200.00	3,780.24	71,579.76	75,360.00	9,103.44	3,780.24
C1BSS	FUSION SEL V6	239,248.00	269,300.00	4,052.62	76,737.38	80,790.00	9,759.38	4,052.62
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	4,239.22	80,270.77	84,509.99	10,208.75	4,239.22
H2CSS	ESCAPE XLS	233,370.00	257,800.00	3,879.57	73,460.44	77,340.01	9,342.62	3,879.57
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	3,574.07	67,675.93	71,250.00	8,606.95	3,574.07
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	3,051.88	57,788.12	60,840.00	7,349.43	3,051.88
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	3,239.99	61,350.01	64,590.00	7,802.39	3,239.99
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	3,373.94	63,886.07	67,260.01	8,124.96	3,373.94
W2DASS	COURIER L TM	88,212.00	101,400.00	1,525.92	28,894.09	30,420.01	3,674.70	1,525.92
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	1,876.92	35,413.08	37,290.00	4,429.53	1,876.92
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	1,683.96	31,886.05	33,570.01	4,055.23	1,683.96
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	2,978.14	56,391.86	59,370.00	7,171.86	2,978.14
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	3,307.72	62,632.29	65,940.01	7,965.51	3,307.72
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	2,583.86	48,926.28	51,510.14	6,222.40	2,583.86
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	2,771.93	52,491.24	55,263.17	6,675.34	2,771.93
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	2,990.12	56,623.76	59,613.88	7,200.81	2,990.12
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	3,170.76	60,039.29	63,210.05	7,635.69	3,170.76

LISTA DE PRECIOS 173 PAGO ADICIONAL ALTO CON ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	4 ANUALIDADES DE	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	1,996.72	32,443.27	34,439.99	4,812.69	1,996.72
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,205.44	35,834.56	38,040.00	5,315.72	2,205.44
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	2,548.15	41,401.85	43,950.00	6,141.58	2,548.15
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	2,841.21	45,128.79	47,970.00	6,703.33	2,841.21
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,012.49	48,947.52	51,960.01	7,260.90	3,012.49
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,181.19	51,691.36	54,872.55	7,667.54	3,181.19
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,196.85	51,943.15	55,140.00	7,705.27	3,196.85
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	3,511.73	57,058.28	60,570.01	8,464.14	3,511.73
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	3,449.05	56,043.67	59,492.72	8,313.14	3,449.05
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	3,675.15	59,717.82	63,392.97	8,858.13	3,675.15
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	3,974.32	64,578.86	68,553.18	9,579.19	3,974.32
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	4,586.55	74,527.18	79,113.73	11,054.84	4,586.55
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	2,553.30	41,488.73	44,042.03	6,154.16	2,553.30
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	2,695.94	43,806.22	46,502.16	6,497.92	2,695.94
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	2,927.26	47,565.01	50,492.27	7,055.48	2,927.26
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,009.01	48,893.45	51,902.46	7,252.51	3,009.01
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,156.07	51,444.45	54,600.52	7,613.04	3,156.07
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	3,861.26	62,741.75	66,603.01	9,306.69	3,861.26
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	4,796.58	77,777.22	82,563.80	11,536.95	4,796.58
C1CSS	FUSION SE V6	224,103.00	251,200.00	4,369.13	70,994.39	75,363.52	10,530.91	4,369.13
C1BSS	FUSION SEL V6	239,248.00	269,300.00	4,683.96	76,109.69	80,793.65	11,289.61	4,683.96
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	4,899.63	79,614.31	84,513.94	11,809.44	4,899.63
H2CSS	ESCAPE XLS	233,370.00	257,800.00	4,483.94	72,859.78	77,343.72	10,807.50	4,483.94
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	4,130.86	67,122.36	71,253.22	9,956.49	4,130.86
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	3,744.73	60,848.28	64,593.01	9,025.82	3,744.73
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	3,527.31	57,315.53	60,842.84	8,501.79	3,527.31
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	3,899.53	63,363.67	67,263.20	9,398.92	3,899.53
W2DASS	COURIER L TM	88,212.00	101,400.00	1,763.66	28,657.77	30,421.43	4,250.09	1,763.66
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,160.28	35,131.04	37,291.32	5,210.91	2,160.28
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	1,946.29	31,625.15	33,571.44	4,691.08	1,946.29
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	3,311.05	59,370.00	62,681.05	9,000.00	3,311.05
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	3,677.87	65,940.00	69,617.87	10,000.00	3,677.87
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	2,986.39	48,526.04	51,512.43	7,198.00	2,986.39
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,203.81	52,058.78	55,262.59	7,722.04	3,203.81
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	3,456.00	56,156.74	59,612.74	8,329.91	3,456.00
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	3,664.72	59,548.21	63,212.93	8,832.97	3,664.72

LISTA DE PRECIOS 173 PAGO ADICIONAL BAJO CON ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	4 ANUALIDADES DE	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,390.86	14,829.14	17,220.00	5,762.52	2,390.86
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,640.78	16,379.23	19,020.01	6,364.88	2,640.78
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	3,051.04	18,523.95	21,974.99	7,353.74	3,051.04
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	3,330.12	20,654.88	23,985.00	8,026.44	3,330.12
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,607.12	22,372.89	25,980.01	8,693.98	3,607.12
J8SS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,809.13	23,626.12	27,435.25	9,180.88	3,809.13
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,827.88	23,742.13	27,570.01	9,226.06	3,827.88
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	4,204.84	26,080.17	30,285.01	10,134.70	4,204.84
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	4,129.85	25,615.36	29,745.21	9,953.90	4,129.85
J8SS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	4,400.59	27,294.72	31,695.31	10,606.45	4,400.59
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	4,758.80	29,516.49	34,275.29	11,469.83	4,758.80
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	5,491.88	34,063.52	39,555.40	13,336.74	5,491.88
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	3,057.29	18,962.89	22,020.18	7,368.80	3,057.29
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	3,228.07	20,022.12	23,250.19	7,780.41	3,228.07
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	3,505.07	21,740.08	25,245.15	8,448.02	3,505.07
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,602.95	22,347.33	25,950.28	8,683.94	3,602.95
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,782.05	23,458.17	27,240.22	9,115.63	3,782.05
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	4,623.44	28,676.78	33,300.22	11,143.55	4,623.44
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	5,731.39	35,548.94	41,280.33	13,813.99	5,731.39
C1CSS	FUSION SE V6	224,103.00	251,200.00	5,231.56	32,448.80	37,680.36	12,609.28	5,231.56
C1BSS	FUSION SEL V6	239,248.00	269,300.00	5,608.52	34,786.74	40,395.26	13,517.83	5,608.52
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	5,866.76	36,388.63	42,255.39	14,140.27	5,866.76
H2CSS	ESCAPE XLS	233,370.00	257,800.00	5,369.02	33,301.45	38,670.47	12,940.58	5,369.02
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	4,945.06	30,682.18	35,627.24	11,921.59	4,945.06
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	4,483.89	27,811.40	32,295.29	10,807.24	4,483.89
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	4,223.57	26,196.72	30,420.29	10,179.79	4,223.57
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	4,669.25	28,961.12	33,630.37	11,253.99	4,669.25
W2DASS	COURIER L TM	88,212.00	101,400.00	2,111.79	13,098.37	15,210.16	5,089.89	2,111.79
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,588.71	16,056.39	18,645.10	6,239.39	2,588.71
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	2,330.43	14,456.06	16,786.49	5,616.95	2,330.43
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	4,113.18	29,685.00	33,798.18	9,000.00	4,113.18
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	4,568.27	32,970.00	37,538.27	10,000.00	4,568.27
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	3,575.87	22,179.40	25,755.27	8,618.69	3,575.87
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,836.21	23,794.06	27,630.27	9,246.14	3,836.21
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	4,138.18	25,667.06	29,805.24	9,973.98	4,138.18
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	4,388.10	27,217.18	31,605.28	10,576.34	4,388.10

LISTA DE PRECIOS 173 PAGO ADICIONAL ALTO SIN ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,406.34	32,033.65	34,439.99	2,406.34
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	2,657.86	35,382.14	38,040.00	2,657.86
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	3,070.78	40,879.21	43,949.99	3,070.78
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	3,351.67	44,618.33	47,970.00	3,351.67
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	3,630.45	48,329.55	51,960.00	3,630.45
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	3,833.77	51,037.86	54,871.63	3,833.77
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	3,852.64	51,287.36	55,140.00	3,852.64
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	4,232.07	56,337.93	60,570.00	4,232.07
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	4,156.57	55,335.02	59,491.59	4,156.57
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	4,429.06	58,962.82	63,391.88	4,429.06
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	4,789.06	63,762.44	68,551.50	4,789.06
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	5,527.42	73,584.93	79,112.35	5,527.42
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	3,077.08	40,964.23	44,041.31	3,077.08
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	3,248.97	43,252.42	46,501.39	3,248.97
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	3,527.74	46,963.76	50,491.50	3,527.74
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	3,626.26	48,275.28	51,901.54	3,626.26
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	3,806.52	50,675.01	54,481.53	3,806.52
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	4,653.34	61,948.63	66,601.97	4,653.34
MBSSS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	5,768.48	76,793.98	82,562.46	5,768.48
C1CSS	FUSION SE V6	224,103.00	251,200.00	5,265.46	70,094.59	75,360.05	5,265.46
C1BSS	FUSION SEL V6	239,248.00	269,300.00	5,644.81	75,147.06	80,791.87	5,644.81
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	5,904.72	78,607.79	84,512.51	5,904.72
H2CSS	ESCAPE XLS	233,370.00	257,800.00	5,403.76	71,938.55	77,342.31	5,403.76
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	4,978.24	66,273.87	71,252.11	4,978.24
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	4,512.09	60,079.91	64,591.10	4,512.09
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	4,250.89	56,590.91	60,841.80	4,250.89
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	4,699.46	62,562.54	67,262.00	4,699.46
W2DASS	COURIER L TM	88,212.00	101,400.00	2,125.45	28,295.46	30,420.91	2,125.45
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	2,605.46	34,685.65	37,291.11	2,605.46
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	2,345.54	31,225.46	33,571.00	2,345.54
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	4,061.81	59,370.00	63,431.81	4,061.81
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	4,511.29	65,940.00	70,451.29	4,511.29
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	3,599.00	47,912.52	51,511.52	3,599.00
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	3,861.00	51,400.00	55,261.00	3,861.00
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	4,164.96	55,446.81	59,611.77	4,164.96
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	4,416.49	58,795.39	63,211.88	4,416.49

LISTA DE PRECIOS 173 PAGO ADICIONAL BAJO SIN ANUALIDADES

CATALOGO	DESCRIPCION	PRECIO BASE	PRECIO CONTADO	1ra. MENSUALIDAD	PAGO ADICIONAL	TOTAL PARA ADJUDICAR	MENS ADJ
Y5DSS	FIESTA SEDAN FIRST	101,256.00	114,800.00	2,881.26	14,338.74	17,220.00	2,881.26
Y5CSS	FIESTA SEDAN FIRST A/A	111,689.00	126,800.00	3,182.44	15,837.56	19,020.00	3,182.44
Y5BSS	FIESTA SEDAN TREND COMFORT	128,724.00	146,500.00	3,676.87	18,298.13	21,975.00	3,676.87
Y5TSS	FIESTA SEDAN TREND COMFORT TA	140,354.00	159,900.00	4,013.22	19,971.78	23,985.00	4,013.22
J7DSS	F-150 XL MID V6 TM	164,580.00	173,200.00	4,346.99	21,633.01	25,980.00	4,346.99
J8SSS	F-250 XL MID V8 TM	168,420.00	182,900.00	4,590.44	22,846.51	27,436.95	4,590.44
J7D/ASS	F-150 XL MID V6 TM A/A	174,468.00	183,800.00	4,613.04	22,956.97	27,570.01	4,613.04
J7ASS	F-150 XL MID V6 TA A/A	186,863.00	201,900.00	5,067.35	25,217.65	30,285.00	5,067.35
J8S/ASS	F-250 XL MID V8 TM A/A	178,307.00	198,300.00	4,796.95	24,770.16	29,567.11	4,796.95
J8ESS	F-250 XL MID V8 TA A/A	190,285.00	211,300.00	5,303.22	26,394.03	31,697.25	5,303.22
J8ASS	F-250 XLT MID V8 TA	206,009.00	228,500.00	5,734.91	28,542.52	34,277.43	5,734.91
G1BSS	LOBO CAB REG 4 x 2 TA	239,488.00	263,700.00	6,618.36	32,939.45	39,557.81	6,618.36
JWDISS	RANGER CHASSIS I4 TM	131,217.00	146,800.00	3,684.40	18,337.17	22,021.57	3,684.40
JWCSS	RANGER XL CAJA LARGA I4 TM	138,802.00	155,000.00	3,890.21	19,361.45	23,251.66	3,890.21
JWESS	RANGER XL CAJA LARGA I4 TM A/A	150,993.00	168,300.00	4,224.02	21,022.79	25,246.81	4,224.02
JW4XSS	RANGER XL CREW CAB I4 TM	155,255.00	173,000.00	4,341.97	21,609.87	25,951.84	4,341.97
JW5XSS	RANGER XL CREW CAB I4 TM A/A	163,182.00	181,600.00	4,557.81	22,684.12	27,241.93	4,557.81
JW7XSS	RANGER XLT CREW CAB I4 TM A/A	195,289.00	222,000.00	5,571.78	27,730.59	33,302.37	5,571.78
MB5SS	MUSTANG COUPE LUJO V6 TM TELA	245,193.00	275,200.00	6,906.99	34,375.94	41,282.93	6,906.99
C1CSS	FUSION SE V6	224,103.00	251,200.00	6,304.64	31,378.04	37,682.68	6,304.64
C1BSS	FUSION SEL V6	239,248.00	269,300.00	6,758.92	33,636.08	40,395.00	6,758.92
C1ESS	FUSION SEL V6 PIEL	249,643.00	281,700.00	7,070.13	35,187.87	42,258.00	7,070.13
H2CSS	ESCAPE XLS	233,370.00	257,800.00	6,470.30	32,202.46	38,672.76	6,470.30
H2DSS	ESCAPE XLS I4	218,498.00	237,500.00	5,960.80	29,666.74	35,627.54	5,960.80
C2TSS	FUSION S I4 TA	194,909.00	215,300.00	5,403.62	26,893.68	32,297.30	5,403.62
C2SSS	FUSION S I4 TM	183,716.00	202,800.00	5,089.89	25,332.27	30,422.16	5,089.89
C2BSS	FUSION SE I4 TA	202,796.00	224,200.00	5,626.99	28,005.40	33,632.39	5,626.99
W2DASS	COURIER L TM	88,212.00	101,400.00	2,544.95	12,666.13	15,211.08	2,544.95
W2CSS	COURIER XL TM 4X2	108,102.00	124,300.00	3,119.70	15,526.63	18,646.33	3,119.70
W2EASS	COURIER L TM D/H A/A	97,314.00	111,900.00	2,808.48	13,977.72	16,786.20	2,808.48
W5BSS	ECOSPORT 4X2	166,413.00	197,900.00	4,863.48	29,685.00	34,548.48	4,863.48
W5TSS	ECOSPORT 4X2 TA TELA	185,041.00	219,800.00	5,401.68	32,970.00	38,371.68	5,401.68
ZEDSS	FOCUS EUROPA AMBIENTE TM	161,201.00	171,700.00	4,309.34	21,447.49	25,756.83	4,309.34
ZECSS	FOCUS EUROPA AMBIENTE TA	172,706.00	184,200.00	4,623.08	23,008.90	27,631.98	4,623.08
ZEBSS	FOCUS EUROPA SPORT TM	184,246.00	198,700.00	4,986.99	24,820.13	29,807.12	4,986.99
ZEASS	FOCUS EUROPA SPORT TA	195,167.00	210,700.00	5,288.18	26,319.08	31,607.26	5,288.18