

|                           |  |                                  |  |
|---------------------------|--|----------------------------------|--|
| <b>NORTH CENTRAL FORD</b> |  | <b>Sam Pack's Five Star Ford</b> |  |
|---------------------------|--|----------------------------------|--|

|                    |                    |                    |                    |
|--------------------|--------------------|--------------------|--------------------|
| <b>Total Price</b> | <b>\$71,250.00</b> | <b>Total Price</b> | <b>\$97,500.00</b> |
|--------------------|--------------------|--------------------|--------------------|

|             |                 |             |                 |
|-------------|-----------------|-------------|-----------------|
| <b>Unit</b> | <b>Extended</b> | <b>Unit</b> | <b>Extended</b> |
|-------------|-----------------|-------------|-----------------|

| <b>Line #</b> | <b>Description</b>                                                   | <b>Mfgr</b> | <b>QTY</b> | <b>UOM</b> | <b>Unit</b> | <b>Extended</b> | <b>Unit</b> | <b>Extended</b> |
|---------------|----------------------------------------------------------------------|-------------|------------|------------|-------------|-----------------|-------------|-----------------|
| 1             | State the percentage <u>markup</u> over the dealer's cost for parts. | Ford        | 75000      | PERCENTAGE | 0.0%        |                 | 7.0%        |                 |
| 2             | State the <u>hourly labor rate</u> for all service and/or repairs.   |             | 750        | HOUR       | \$95.00     | \$71,250.00     | \$130.00    | \$97,500.00     |