



Buying an Auto

Basic Definitions

- ▶ ***Sedan***: Webster's Dictionary states, "A 2- or 4-door automobile seating four or more persons and usually having a permanent top."
- ▶ ***MSRP***: *Manufacturer's Suggested Retail Price* (AKA the sticker price)
- ▶ ***Total Purchase Price***: The cost of the vehicle + taxes + title and fees

STANDARD EQUIPMENT

Items Featured Below are included at NO EXTRA CHARGE in the Standard Vehicle Price Shown at Right

P O W E R T E A M / C H A S S :

- 5.7 LITER 300 HP. V8 ENGINE W/SEQUENTIAL FUEL INJECTION
 - 4-SPEED O/D AUTOMATIC TRANS.
 - ACCELERATION SLIP REGULATION (ASR) FOR ENHANCED STABILITY
 - 5 LINK REAR SUSPENSION WITH TRANSVERSE FIBERGLASS SPRING
 - INDEPENDENT FRONT SUSPENSION
 - POWER FRONT/REAR DISC BRAKES
 - POWER RACK & PINION STEERING
- S A F E T Y / S E C U R I T Y :**
- DRIVER AND PASSENGER AIR BAGS
 - BOSCH ABS II ANTI-LOCK BRAKES
 - BRAKE TRANS. SHIFT INTERLOCK
 - PASSIVE KEYLESS ENTRY SYSTEM
 - "PASS KEY" ANTI-THEFT SYSTEM

E X T E R I O R :

- DUAL ELECTRIC REMOTE HEATED OUTSIDE REARVIEW MIRRORS
- HALOGEN FOG LAMPS

- ONE PIECE REMOVABLE FIBERGLASS ROOF PANEL
 - POWER OPERATED RETRACTABLE HALOGEN HEADLAMPS
- I N T E R I O R :**
- AM/FM STEREO CASSETTE W/CLOCK
 - AIR CONDITIONING
 - ANALOG / DIGITAL INSTRUMENTATION
 - ELECTRONIC SPEED CONTROL WITH RESUME FEATURE
 - INTERMITTENT WIPER SYSTEM
 - LEATHER SEATS W/LATERAL SUPPORT AND BACK ANGLE ADJ.
 - LEATHER WRAPPED SPORT STEERING WHEEL
 - POWER DOOR LOCKS
 - POWER WINDOWS WITH DRIVER SIDE EXPRESS DOWN
 - REAR WINDOW DEFOGGER
 - REMOTE GLASS RR HATCH RELEASE

MANUFACTURER'S SUGGESTED RETAIL PRICE

STANDARD VEHICLE PRICE **\$36,285.00**

Options Installed by Manufacturer

50 STATE EMISSIONS	NO CHARGE
CORVETTE PREFERRED EQUIPMENT GROUP #1 INCLUDES:	1,333.00
• ELECTRONIC AIR CONDITIONING	
• DELCO/BOSE MUSIC SYSTEM - ELECTRONICALLY TUNED AM/FM STEREO RADIO WITH SEEK-SCAN, DIGITAL CLOCK AND STEREO CASSETTE TAPE	
• SIX-WAY POWER DRIVER'S SEAT	
ROOF PACKAGE	950.00
DELCO/BOSE MUSIC SYSTEM - ELECTRONICALLY TUNED AM/FM STEREO RADIO WITH SEEK-SCAN, DIGITAL CLOCK, STEREO CASSETTE TAPE, COMPACT DISC PLAYER AND DELCO LOC II	396.00
PERFORMANCE AXLE RATIO	50.00
P255/45 ZR-17 S/B RADIAL B/W - FRONT TIRES	NO CHARGE
P285/40 ZR-17 S/B RADIAL B/W - REAR TIRES	NO CHARGE
BLUE REMOVABLE ROOF PANEL	NO CHARGE
TOTAL OPTIONS	2,729.00

"CHEVROLET CUSTOMER CARE PACKAGE" **NO CHARGE**

- NO DEDUCTIBLE BUMPER- TO-BUMPER 3 YEAR/36,000 MILE LIMITED WARRANTY
- 24 HOUR ROADSIDE ASSISTANCE
- COURTESY TRANSPORTATION AT PARTICIPATING DEALERS
- "SCOTCHGARD" PROTECTOR
- SEE DEALER FOR DETAILS

TOTAL VEHICLE & OPTIONS	\$39,014.00
DESTINATION CHARGE	550.00
TOTAL VEHICLE PRICE*	\$39,564.00

Compare this vehicle to others in the **FREE GAS MILEAGE GUIDE** available at the dealer.

CITY MPG

17



HIGHWAY MPG

24

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

14 AND 20 MPG IN THE CITY AND BETWEEN

20 AND 28 MPG ON THE HIGHWAY.

1994 CORVETTE
5.7 LITER V8 ENGINE
FUEL INJECTION, AUTOMATIC
4 SPD ELECTRONIC TRANS
CATALYST, FEEDBACK FUEL SYSTEM

ESTIMATED ANNUAL FUEL COST: \$1065

FOR COMPARISON SHOPPING, ALL VEHICLES CLASSIFIED AS

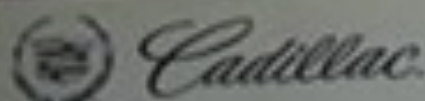
TWO SEATER

HAVE BEEN ISSUED MILEAGE RATINGS RANGING FROM

11 TO 35 MPG CITY AND

16 TO 41 MPG HIGHWAY.

YPA



2014 ATS 3.6L PERFORMANCE COLLECTION



EXTERIOR: PHANTOM GRAY METALLIC
INTERIOR: MORELLO RED W/ JET
BLACK

ENGINE: 3.6L V6 321HP
TRANSMISSION: 6 SPD AUTOMATIC

Visit us at www.cadillac.com

STANDARD EQUIPMENT

STANDARD EQUIPMENT LISTED BELOW IS SUBJECT TO CHANGE IN THE FUTURE. ALWAYS CHECK WITH YOUR DEALER FOR THE LATEST INFORMATION.

CADILLAC ATS

CADILLAC SHIELD

- 4 YEAR / 50,000 MILE* BUMPER TO BUMPER WARRANTY
- 4 YEAR / 75,000 MILE* POWERTRAIN LIMITED WARRANTY
- 4 YEAR / 50,000 MILE* PREMIUM CARE MAINTENANCE
- 4 YEAR / 75,000 MILE* COURTESY TRANSPORTATION
- 4 YEAR / 75,000 MILE* ROADSIDE ASSISTANCE
- 1 YR UNLIMITED MILEAGE AND CONNECTIONS W/ AUTOMATIC CRASH RESPONSE, TURN BY TURN NAV & 5 YEARS REMOTE LINK APP KEY FOR SERVICES (ASK DEALER ABOUT REGIONAL COVERAGE)

*WHICHEVER COMES FIRST. SEE DEALER FOR DETAILS.

PERFORMANCE

- ENGINE, 3.6L V6 321HP WITH DIRECT INJECTION
- TRANSMISSION, 6 SPD AUTOMATIC
- PWR ALGORITHM TAPSHIFT
- SUSPENSION, SPORT
- 2P PREMIUM ELECTRIC VARIABLE STEERING
- EXHAUST, DUAL STAINLESS STEEL WITH BRIGHT POLISHED TIPS
- WHEELS, 17" PAINTED ALUMINUM
- TIRES, ALL SEASON RUA FLAT
- BRIMED PERFORMANCE PFT BRAKES
- STABILTRAC STABILITY CONTROL, W/ TRACTION CONTROL
- TIRE PRESSURE MONITOR

LUXURY & CONVENIENCE

- HANDCRAFTED CUT & SEWN INTERIOR
- LEATHER SEATING SURFACES

- SEATS, PERFORMANCE DRIVER 12-WAY AND FRONT PASSENGER 10-WAY
- LINSEAR PFT DRIVER/PASSENGER PWR
- MEMORY SEAT ADJUSTER
- SEAT, REAR CENTER ARMREST, PADS THROUGH
- 5.7" FULL-COLOR DC
- CADILLAC USER EXPERIENCE (CUE) WITH SURROUND SOUND
- 8" FULL-COLOR TOUCH DISPLAY
- MEDIA STONES, CD PLAYER, NOSE
- BRUSHED AND HD AUDIO + SERVICE SUBSCRIPTION SOLD SEPARATELY BY DEALER AFTER 3 MONTHS
- BLUETOOTH FOR PHONE & AUDIO
- LEATHER WRAP SPORT STEERING WHEEL AND SHIFTER
- WIDESCREEN PADDLE SHIFTING
- PEDALS, SPORT ALLOY
- DUAL ZONE CLIMATE CONTROL
- AIR FILTRATION SYSTEM

- AUTO DIMMING GRAY
- WINDSHIELD WIPERS, MANNING
- MIRRORS, OUTSIDE HEATED & PWR
- W/ DRIVER SIDE AUTO DIMMING
- LED INTERIOR LIGHTING ACCENTS
- UNIVERSAL HOME REMOTE
- HEADLAMPS, HIGH INTENSITY
- W/ ADAPTIVE FORWARD LIGHTING
- HEADLAMPS, INTELLIBeam
- LED VERTICAL ACCENT LIGHTING
- DOOR HANDLES, ILLUMINATING
- KEYLESS PUSH-BUTTON START
- ET KEY Fobless ENTRY SYSTEM
- ADAPTIVE REMOTE VEHICLE START
- FRONT AND REAR PARK ASSIST
- MOONLIGHT CHROME ACCENT GRILLE

SAFETY & SECURITY

- AIRBAGS, DRIVER & PASSENGER
- FRONTAL AND KNEE
- ENTERTAINMENT HEAD CURTAIN AND SIDE
- 4-WAY ADJUSTABLE FRONT

- HEAD RESTRAINTS
- DRIVER AWARENESS PACKAGE
- REAR VISION CAMERA
- BRAKES, ABS W/ AUTO ONY
- HILL HOLD & START ASSIST
- DAYTIME RUNNING LAMPS
- POWER DOOR LOCKS PROGRAMMABLE
- REAR DR LOCKS, CHILD SECURITY
- AUDIBLE THEFT DETERMENT
- W/ VEHICLE IMMOBILIZER
- REMOTE KEYLESS ENTRY

OPTIONS & PRICING

MANUFACTURER'S SUGGESTED RETAIL PRICE

STANDARD VEHICLE PRICE **\$44,095.00**

OPTIONAL EQUIPMENT LIST BY THE MANUFACTURER MAY REPLACE STANDARD EQUIPMENT LISTED

POWER SUNROOF	1,050.00
NAVIGATION SYSTEM	945.00
110V POWER OUTLET	
HIGHWAY SAFETY KIT	85.00

DEALER INSTALLED
WHEEL LOCKS (DEALER INSTALLED) 50.00

TOTAL OPTIONS 2,130.00
TOTAL VEHICLE & OPTIONS \$46,225.00
DESTINATION CHARGE 925.00

TOTAL VEHICLE PRICE* \$47,150.00

EPA DOT Fuel Economy and Environment



Gasoline Vehicle

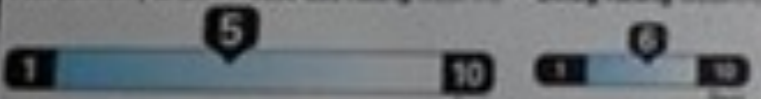
Fuel Economy
22 MPG
18 28
City Highway
4.5 gallons per 100 miles

Compare with range from 14 to 128 MPG. The best vehicle rated 121 MPG.

You spend
\$500
more in fuel costs
over 5 years
compared to the
average new vehicle.

Annual fuel cost
\$2,400

Fuel Economy & Greenhouse Gas Rating



This vehicle emits 212 grams CO2 per mile. The best emits 8 grams per mile (based on EPA testing). Fuel economy and greenhouse gas ratings are based on 15,000 miles per year at 55 mph per gallon. EPA's is miles per gallon per gallon per gallon.

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score **Not Rated**
Based on the Government ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash:	Driver Passenger	★★★★★
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Should ONLY be compared to other vehicles of similar size and weight.

SBC:	Front End	Not Rated
Crash:	Rear End	Not Rated

Rollover **★★★★★**
Based on the risk of rollover in a single wheel crash.

Star ratings range from 1 (lowest) to 5 (highest) with 5 being the highest. Source: National Highway Traffic Safety Administration (NHTSA). www.safercar.gov or 1-800-327-4226

PARTS CONTENT INFORMATION

FOR VEHICLES IN THIS CARLINE:
U.S./CANADIAN PARTS CONTENT: 65%
MAJOR SOURCES OF FOREIGN PARTS CONTENT: MEXICO 16%

NOTE: PARTS CONTENT DOES NOT INCLUDE FINAL ASSEMBLY, DISTRIBUTION, OR OTHER NON-PARTS COSTS.

FOR THIS VEHICLE:
FINAL ASSEMBLY POINT:
LANSING, MI U.S.A.
COUNTRY OF ORIGIN:
ENGINE: MEXICO
TRANSMISSION: FRANCE

This information is provided for informational purposes only. It is not intended to be used for any other purpose. The information is subject to change without notice. For more information, please contact your dealer.

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POWERTRAIN DIVISION 3000 ZEPHYRUS
WARREN, MI 48090-0001
MODEL NO. 141300
VIN: 1G6AC0S330E0141519



DEALER TO WHICH DELIVERED
AUTONATION CADILLAC WEST PALM BEACH
2101 46TH ST
WEST PALM BEACH, FL 33407-3206

LY

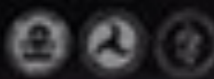
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Smartphone
QR Code



fuel economy.gov

Calculate environmental attributes and compare vehicles

MIC-000598

MI

4-REBILL, NA, 100598, DG081

4264

120130710
BLEND 2422

UMU CERT CERT CERT U R MI
TRD RAMP BUMP CAMP BOOK AFV

1FADP3R48

EL107359 NA



Go Further
ford.com

VEHICLE DESCRIPTION

FOCUS ELECTRIC

EL 107359

2014 5-DR HATCHBACK
5-PASSENGER
107 KW ELECTRIC MOTOR
1-SPEED AUTOMATIC TRANSMISS

EXTERIOR
ICE STORM
INTERIOR
MED LIGHT STONE CLOTH SEATS

STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE

EXTERIOR

- LED ILLUMINATED CHRG PORT
- 'ELECTRIC' BADGING
- 17" ALUMINUM WHEELS
- HID PROJECTOR HEADLAMPS
- LED TAILLAMPS
- PUDDLE LAMPS
- PWR HTD MIRRORS W/ INTGRD BLINDSPOT
- REAR SPOILER
- CHROME TRIM HIGHLIGHTS
- REAR WIPER

INTERIOR

- ECO-FRIENDLY CLOTH SEATING
- AMBIENT LIGHTING
- HTD DRVR FRNT PASS SEATS
- DUAL-ZONE ELECTRONIC AUTO CLIMATE CONTROL
- FRONT AND REAR FLOOR MATS
- DUAL ILLUM VANITY MIRRORS
- DRIVER SEAT 4-WAY MANUAL
- 60/40 SPLIT FOLD REAR SEAT
- POWER WINDOWS & LOCKS
- ILLUMINATED ENTRY
- LEATHER WRAPPED STR WHEEL
- REAR CARGO MGMT SYS
- MAP LIGHTS W/ THEATRE DIM

FUNCTIONAL

- 23KWH LIQUID HTD & COOLED LITHIUM-ION BATTERY
- 6.6KW ONBOARD CHARGER
- REGENERATIVE BRAKING SYS
- 120V CNVNIENCE CHRG CORD
- MYFORD MOBILE
- SYNC W/ MYFORD TOUCH
- SONY AUDIO
- HD RADIO
- VOICE ACTIVATED NAVIGATION
- REAR VIEW CAMERA
- MYKEY
- INTELLIGENT ACCESS W/PUSH BUTTON START
- SIRIUS SAT SVC N/A AK & HI

SAFETY/SECURITY

- AIRBAGS - DUAL STAGE FRONT
- AIRBAGS - SIDE AIR CURTAIN
- AIRBAGS - FRONT SEAT MOUNTED SIDE IMPACT
- ADVANCETRAC ESC
- AIRBAG - DRIVER KNEE
- SOS POST CRASH ALERT SYS
- PERIMETER ALARM
- TIRE PRESSURE MONITOR SYS

WARRANTY

- 8YR/100,000 BTRY PK & UNIQUE ELCTR CMPNENTS
- 5YR/60,000 POWERTRAIN
- 5YR/60,000 ROADSIDE ASSIST
- 3YR/36,000 BUMPER / BUMPER

INCLUDED ON THIS VEHICLE

(MSRP)

EQUIPMENT GROUP 300A

OPTIONAL EQUIPMENT

- 50 STATE EMISSIONS
- CHARGE CORD BAG *DLR-INSTL

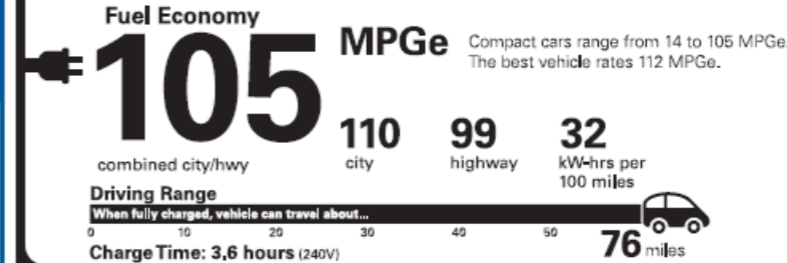
NO CHARGE
60.00

PRICE INFORMATION

BASE PRICE	\$35,200.00
TOTAL OPTIONS	60.00
TOTAL VEHICLE & OPTIONS	35,260.00
DESTINATION & DELIVERY	795.00

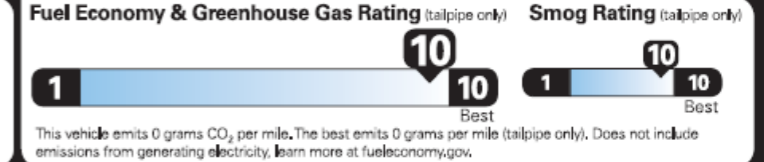
EPA DOT Fuel Economy and Environment

Electric Vehicle



You save **\$8,500** in fuel costs over 5 years compared to the average new vehicle.

Annual fuel cost **\$600**



Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 23 MPG and costs \$11,500 to fuel over 5 years. Cost estimates are based on 15,000 miles per year at \$0.12 per kW-hr. MPGe is miles per gasoline gallon equivalent. Vehicle emissions are a significant cause of climate change and smog.

fueleconomy.gov

Calculate personalized estimates and compare vehicles



GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★★★★★
Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

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

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

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

Based on the risk of injury in a side impact.

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 1-888-327-4236

Award Winning

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edmunds.com

Ford Focus Electric - Edmunds.com
Top 10 Tech-Friendly Cars
'Most Engaging' (April 2013)

RAMP ONE	CM4G	TOTAL MSRP \$36,055.00
RAMP TWO	FINAL ASSEMBLY PLANT MICHIGAN	
METHOD OF TRANSP.	CONVOY	ITEM #: 48-0137 O/T 2 DG081 R RA X 420 000598 07 08 13

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



1FADP3R48EL107359



Ford ESP is the only extended service plan honored at every Ford dealership in the U.S. and Canada. See your dealer for additional details or visit www.FordOwner.com for more information.



Choose the vehicle you want. Whether you decide to lease or finance, you'll find the choices that are right for you. See your Ford Dealer for details or visit www.FordCredit.com.

- ▶ ***Finance Charge:*** The cost of the loan of a set time period (total loan cost - purchase price of vehicle)
- ▶ ***Sales tax:*** the added cost (based on a percentage) for purchasing an item; varies state by state.
 - ▶ MI's sales tax is 6%
- ▶ ***Title and Fees:*** The added costs of securing a license plate and a title for a vehicle


STATE OF MICHIGAN
CERTIFICATE OF TITLE

VEHICLE IDENTIFICATION NUMBER YEAR MAKE MODEL BODY STYLE

TITLE NUMBER ISSUE DATE ODOMETER BRAND/LEGEND

WEIGHT/FEE CATEGORY ODOMETER BRAND

OWNER(S) NAME AND ADDRESS


SECRETARY OF STATE

NO SECURED INTEREST ON RECORD

Title Assignment by Seller

State and Federal laws require the seller(s) to indicate mileage when ownership is transferred. Failure to complete or providing false information may result in liability, fines and/or imprisonment. ANY ALTERATION, KEANSURE, FALSE STATEMENT, FORGERY OR FRAUD VOIDS THIS TITLE AND IS A CRIME.

I warrant that the ownership of the vehicle described on Certificate of Title has been transferred to the following purchaser(s) and in full of all previous debts.

Printed Name of Purchaser(s) Auction Dealer Services	City Pennsauken	State NJ	Zip 0810
Purchaser's Street Address 5120 Route 38			

I (we) certify that the odometer reading is and that to the best of my knowledge the odometer mileage is:

actual mileage not actual mileage - WARNING ODOMETER REPAIR REPAIR exceeds mechanical limits of odometer (odometer has rolled over)

Signature of Seller(s) _____ Printed Name of Seller(s) _____
City _____ State _____ Zip _____
Seller's Street Address _____

A \$11.00 Late Fee is Due for Failure to Apply for Title Within 14 Calendar Days of Date of Assignment.

"I am aware of the above odometer certification made by the seller(s)."

Signature of Purchaser(s) _____ Printed Name of Purchaser(s) _____

NEW LIENHOLDER INFORMATION: The information below must be on an application for title and presented to the Michigan Department of State.

Secured Party: _____ Address: _____

The State of Michigan, Michigan Department of State certifies that this certificate of title is issued in compliance with the laws of Michigan and constitutes proof of ownership. Further, on the date of title issuance, the described vehicle was subject to the security interest(s) listed above.

MAILING ADDRESS _____

G67276516
****NOTICE TO SELLERS****
Sellers must keep a receipt or photo of the reassigned title for their records for 90 days or accompany the purchaser to the Secretary of State Office.

MICHIGAN REGISTRATION **RECREATION PASSPORT** **SECRETARY OF STATE**

Plate: **CBC354** Expires: 03/16/2013

RENEWAL TRANSFER STA WGN

Vehicle # **2005 CHEVROLET** Fee Cat. or Wt.: 000024

P 345 2005 763 County: OAKLAND

JOHN Q. PUBLIC 123 W STOCKTON AVE LANSING MI 48918 License Fee: 108.00

02022012 AN A033 096 0016 393.00

2013

A "P" WILL PRINT ON YOUR TAB IF YOU PURCHASED A RECREATION PASSPORT.

MI P CBC354

YOUR PLATE NUMBER IS PRINTED ON YOUR TAB. MATCH YOUR TAB TO THE CORRECT PLATE.

MI P WNA033

↑ **RECREATION** ↓

BEND AT DOTTED LINE AND CAREFULLY PEEL UNTIL TAB IS FULLY REMOVED.

- Do not remove this tab until you place it on your license plate.
- Your new license plate tab should show the month and year of expiration.
- Be sure your license plate is clean and dry, then apply your tab as follows: All plates except motorcycle license right corner.



- ▶ ***Maintenance cost:*** The overall cost of owning a vehicle, from the oil changes to windshield washing fluid. (An estimate here)
- ▶ ***Tire Cost:*** The cost of purchasing tires. Each tire has a lifespan. Use our annual miles/year to determine how many times we'll need new tires
- ▶ ***Oil changes:*** Usually every 3,000 miles. Synthetic brands can have a longer lifespan. Use Valvoline or Fast Eddie's prices for this estimate.

▶ ***Total cost over 72 months (6 years):***

Total purchase price + 72-month maintenance costs

Resources

- ▶ CASE Credit Union: a good place to get an auto loan!
- ▶ Consumer Reports Buying Guide: <http://www.consumerreports.org/cro/cars/new-cars/buying-advice/index.htm>