

# QUOTE CALCULATION FORM

Customer Name - Roger Smith Date - \_\_\_\_\_

Address - R.R. 1 Farmtown, MO 63636 Phone No. - (314) 555-6767 Salesman - Ronald

Codes	Description	Ref. Cost	List Price
1234JH	7011 MFD Tractor s/n 132U5557	62,195.00	80,773.00
0044	Cab w/ Air Cond	In Base	In Base
1000	Powershift	3,781.00	4,910.00
1500	No Rockshaft	-1,560.00	-2,025.00
2223	Triple Hyd's	600.00	779.00
3800	Long Axles	58.00	75.00
4400	18.4 x 38 Duals	2,169.50	2,816.00
5501	14.9 x 26 Front	244.75	318.00
6500	Block Heater	45.00	59.00
9222	8 Front Weights	860.00	1,116.00
9600	2 pr. Rear Weights	485.75	629.00
9900	Horn & Light Pkg.	52.00	67.00

Trade-In Description				TOTAL Ref. Cost	89,517.00
Make	Case	Model	2294	Factory Freight	1,150.00
Year	1985	Serial No.	9938920	PDI & Delivery	300.00
Hours	2851	Condition	Excellent	Fluid & Tire Shop	425.00
Options	Power Shift, Triple Hyds, A/C, Radio, 18.4x38 Duals, 11.00x16			Radio & Accessories	300.00
				Misc -	
				<b>TOTAL COST / LIST</b>	<b>71,106.00</b>
					<b>92,492.00</b>

Trade-In Calculation			Salesman	Approved	Program Calculation			%	Salesman	Approved
Guide "Resale Cash Value"	24,027.00				Retail Bonus				2,000.00	2,000.00
Hour & Condition Adjust	+ 1,573.00				Order Bonus					
Add (Deduct) Options	+ 400.00				Early Settlement	4%	2,677.24		2,677.24	
Net Expected "Cash Value"	26,000.00	26,000.00			Cash In Lieu of Finance					
Less 15% Gross Margin	- 3,900.00				-					
Less Reconditioning W.O.	- 1,350.00	-1,800.00			-					
Less Trucking/Delivery	- 300.00				-					
Net Trade Allowance Value	20,450.00	20,000.00			<b>Total Program Bonuses</b>		<b>4,677.24</b>		<b>4,677.24</b>	

Cost Worksheet			Salesman	Approved	Floor Plan Calculation		Retail Quote Values	
Total Cost	71,106.00				Dealer Net Cost	66,429	Total List Price	92,492
Less Total Programs	-4,677.24				Less PDI & Del	- 300	Less Disc (if any)	
Dealer Net Cost	66,428.76				Less Tire & Misc.	- 425	Less Pgms (if shown)	
Selling Price (Divide by .9)	73,810.00	74,000.00			Less Radio	- 300	Net Selling Price	92,492
Less Net Trade Allowance	-20,300.00	-20,000.00			Less Trade Diff.	54,000	Less Trade Diff.	54,000
Net Trade Difference	53,510.00	54,000.00			Req'd Floor Plan	11,404	Trade-in List Price	38,492

Profit / Commission Calculation			
Difference \$ 54,000	+ Net Trade Value \$ 20,000	- Dealer Net Cost \$ 66,428.76	= Gross Profit \$ 7,571.24
Sales Person Commission =	Gross Profit \$ 7,571.24	x Comm % Rate 20 %	= Commission \$ 1,514.25