



The First-Time Auto Buyer Program Dealer Resource Guide

The dealers in this guide have been chosen to work with your Credit Union directly. Please review the guide carefully as you will find that it provides you (the First-Time Program Participant) with not only special pricing on particular inventory but also provides special rewards associated with the purchase of your vehicle. Please note not all dealers have listed inventory in this guide. Listed below is detailed review of the offers we have for you by dealership:

- **Bob Bell** (Eastern Ave) - has special pricing on 2 new models and offers a Gas Card of \$150
- **Cooks** (Aberdeen) – has pricing on a one new model and offers a Gas Card of \$200
- **Enterprise Car Sales** (White Marsh & Glen Burnie) offers a Gas card of \$250
- **Jerry's** (Joppa Road) – special pricing for inventory for a new Chevy (Aveo) and Mitsubishi (Lancer) however not on any other manufactures types. However, all Jerry's locations including the Used store offers \$200 Gas Card with the purchase of their vehicles
- **Koon's** – offers a \$200 Gas Card
- **R&H** – offers a \$100 Gas Card
- **Thompson** (Fallston) offers special pricing on 2 KIA models, however all other locations are only offering a Gas Card of \$200

We encourage you to call and ask for the person listed on the following sheets before you visit the dealership as this person is very familiar with the program and is prepared to work and offer you the best service possible.

Finally, although we have prepared to this guide for you, remember you may purchase your vehicle from wherever you like! This *is just a resource guide*; it will give you examples of vehicles you may purchase that have been specially priced for this program.

Cook Motorcars, 1136 South Philadelphia Blvd, Aberdeen, MD 21001
Contact: Bill Mosca General Sales Manager (410 272-1500)
Reward \$200 Gas Card

Brand New 2011 Mazda 2 Sport

(Automatic and Air included)

Special Price for our FTAB Members	\$14,730.00
Doc fees	\$99.00
Tags	\$218.00
Taxes	\$ 889.00
Total on the road	\$15,936.00



This vehicle is “Fun to Drive” and it has a lively 1.5L engine tuned for spirited driving, responsive brakes and suspension turn your daily driving into a pleasure and gets 35 mpg hwy.

Important things to remember - all new vehicles come with the manufacture warranty. Different types of vehicles have different warranties so make sure to ask about them, as well as gas millage, and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy!

In addition Cook Motorcars offers a variety of advantages to their customer, please take a moment to review all these important benefits as seen below:

- ❖ Lifetime Guarantee on:
 - Engine
 - Transmission
 - Hydraulic components of your power steering/brake systems

- ❖ 90 day same as cash available for service and parts purchases

- ❖ Free vehicle loaners available with an appointment

- ❖ Free pick, and delivery to and from the service department

- ❖ Free shuttle service available

- ❖ After hours drop-off and pick-up available

- ❖ 24 Hour Roadside Assistance available

Please Note the vehicle shown above are listed as examples only

Jerry's Chevrolet, 1940 East Joppa Road, Baltimore, MD 21234
Contact: Christopher Silk Sales Manager (410 661-9100)
Reward \$200 Gas Card

Brand New 2011 Aveo 4 Door Automatic with Air Conditioning

Special Price for our FTAB Members	\$15,245.00
Fees including tags	\$322.00
Taxes	\$ 920.70
Rebate	\$ 1,500.00
Total on the road	\$14,987.70



This vehicle comes with a CD player, and all power options already factored into on the on the road price. In addition it has a 3 year, 36K Bumper to Bumper warranty as well as 5 year 100k Powertrain warranty. Finally this vehicle comes with 5 years of unlimited roadside assistance.

Important things to remember - all new vehicles come with the manufacture warranty. Different types of vehicles have different warranties so make sure to ask about them, as well as gas millage, and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy!

In addition Jerry's offers a variety of advantages to their customer, please take a moment to review all these important benefits as seen below:

- ❖ Tires for Life ... Includes mounting and balancing
- ❖ Tire Rotation for Life... Performed during each Manufacture's suggested service interval
- ❖ Complimentary 1st Scheduled Service & Car Washes for Life ...1st scheduled service includes replacing engine oil and filter, tire rotation, top off of all fluids & remaining factory services
- ❖ Nitrogen-filled Tires for Life... for the safety of our customers, all tires are inflated with nitrogen & maintained during every service visit
- ❖ Shuttle Service & Rental Cars ... Shuttle runs Mon-Fri: 8:15 am to 6:00 pm & Sat 8:15 am to 5:00 pm (Rental cars available in needed)
- ❖ Extended Hours of Operation for your Convenience
- ❖ Comfortable waiting area with Complimentary Wi-Fi access

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Jerry's Mitsubishi 1906 East Joppa Road, Baltimore, MD 21234
Contact: James Schultz Sales Manager (410 668-4200)
Reward \$200 Gas Card

Brand New 2011 Lancer 5 Speed with Air Conditioning

Special Price for our FTAB Members	\$16,000
Fees including tags	\$322
Taxes	\$966
Rebate	\$ 1,500
Total on the road	\$15,788



This vehicle comes with a CD player and Cruise all power options already factor into on the on the road price. In addition it has a 5 year, 60K Bumper to Bumper warranty as well as 10 year Powertrain warranty. Finally this vehicle comes with 5 years of unlimited roadside assistance.

Important things to remember - all new vehicles come with the manufacture warranty. Different types of vehicles have different warranties so make sure to ask about them, as well as gas millage, and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy!

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Enterprise Car Sales 10285 Pulaski Hwy, White Marsh, MD 21162
Contact: Pete Ricardo Powell Sales Manager (443 506-4065)
Reward \$250 Gas Card

Used New 2009 Ford Focus SE (Miles listed 43,422)

Price	\$13,449.00
Doc fees	100.00
Tags	238.00
Taxes	812.94
Total on the road with no warranty	\$14,599.94



Additional 3yr/36k mile warranty with a \$200 deductible 960.00

Total on the road with warranty \$15,559.94

Important Note - This vehicle is an Automatic and has Air conditioning. It comes fully loaded with Power Windows, Locks, Steering, Tilt Wheel, AM/FM Stereo, MP3 (Single Disc) Dual Air Bags and Side Air Bags.

2010 Hyundai Accent (Automatic and Air included) \$12,675.00

Doc fee	100.00
Tags	238.00
Tax	766.50
Total on the road	\$13,779.50



Additional 4 yr/48k mile warranty with a \$200 deductible 1,100.00

Total on the road with a warranty \$14,879.50

Important things to remember – Warranty prices varies on used vehicles. Prices are based upon year, make, model and the number of miles the vehicle currently has, so don't forget to talk about your driving habits with the Enterprise consultant, as well as gas millage, and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy! **In addition Enterprise offers with the purchase of your vehicle the following free services:**

- ❖ No Haggle Pricing – the price you see is the price you pay
- ❖ Vehicle Certification – each vehicle comes with a rigorous 109 point inspection by an ASE-Certified technician
- ❖ 7 Day Repurchase Agreement- if you change your mind, Enterprise will buy it back, no questions asked
- ❖ 12/12 Limited Powertrain Warranty
- ❖ 12-Month Roadside Assistance – for things like a flat tire, lost key, or just simple out of gas

Carfax Report – so you can see the vehicle history report

Bob Bell 7900 Eastern Avenue, Baltimore, MD 21224
Contact: Bob Darr General Sales Manager
Reward \$150 Gas Card

Brand New 2011 Versa Base Model (Automatic and Air included)

Special Price for our FTAB Members	13,195
Doc fees	199
Tags	230
Taxes	784
Total on the road	14,408



Brand New Rio LX (Automatic and Air included)

	14,250
Rebate	1,000
Doc fee	199
Tags	230
Tax	585
Total on the road	14,785



Important things to remember - all new vehicles come with the manufacture warranty. Different types of vehicles have different warranties so make sure to ask about them, as well as gas millage, and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy!

In addition Bob Bell offers a variety of advantages to their customer, please take a moment to review all these important benefits as seen below:

- ❖ 72 hour Lowest Price Money Back Guarantee on New Nissans (A written quote must be provided. Customers must also allow Bob Bell Nissan an opportunity to better the offer. Excludes limited production and special order vehicles)
- ❖ 3 Day Exchange Policy (Exchange for in-stock vehicle only)
- ❖ Nissan One to One Rewards Program (Nissan vehicle only)
- ❖ Complimentary Shuttle Service and On-site Rentals Vehicles
- ❖ Complimentary 1st Service Appointment(Lube, Oil & Filter Change- value at \$29.95 for most vehicles)
- ❖ Complimentary Pit Stop Appointment, schedule at your convenience during normal Quick Lube hours approximately 30 days after your purchase (check and top off all fluids, check tire pressures and adjust if necessary, inspect lights and wiper blades, visual inspection)

Please Note the vehicles shown above are listed as examples only

Thompson KIA 2001 Bel Air Road, Fallston, MD 21047
Contact: Paul Zerilli General Sales Manager (410) 877-1700
Reward \$200 Gas Card

2010 KIA Forte - 4 Door Sedan (Automatic & Air Conditioning (MSRP \$17,025))

Special Price for FTAB Member	\$14,500
Doc fees	\$99
Tags	\$240
Taxes	\$640
Total on the road	\$15,479



Features include: Bluetooth, CD player, 3 months Free Sirius Radio, 10yr 100K mile Powertrain Warranty

Important Note: This vehicle has great gas mileage, 25/34 city/hwy, it is available in limited quantities so please sure to contact the General Sales Manager if you are interested in this vehicle.

KIA Soul Base Model (5 Speed and Air included (MSRP \$14,090))

Special Price for FTAB Members	\$12,995
Doc fees	\$99
Tags	\$250
Taxes	\$779
Total on the road	\$14,123



Features include: CD PLAYER, 10yr 100K mile Powertrain Warranty

Important things to remember - all new vehicles come with the manufacture warranty. As you can see in these examples the both vehicles come with a 10 year and 100k warranty. If you choose a different type make sure to ask what type of manufacture warranty comes with the vehicle and what they include as well ask about gas millage and performance as these are pretty fundamental things to know when you are deciding which vehicle you want to buy!