Quote Worksheet

First 1 Financial Corp. 123 Accord Park Norwell, MA 02061 Tel: (781) 659-1111 Fax: (781) 111-1111

Quote Date:	05/26/2004	Prepared by:	Chris Ext. 4444
Account Manager:	Vince Cogliano		
Dealer ID:	01006	Customer Name:	John Williams
Dealer Name:	Columbia Used Cars Inc	DBA Name:	Mass Auto
Dealer Fax:	(781) 555-1212	Dealer Phone:	(781) 555-1212

Worksheet Number	280		
VIN	123123123123		
Mileage	123,500		
Vehicle Year	2004		
Vehicle Make	ford		
Vehicle Model	duster		
Delivery Date	05/26/2004		
Retail Vehicle Price	7,995.00		
Conveyance Fees	0.00		
Title and Reg Fees	199.00		
Sales Tax	365.70		
Warranty Retail	0.00	Warranty Cost:	0.00
Gap Retail Price	0.00		
Other Fees	0.00	Desc:	
Cash Down Payment	1,500.00		
Trade In Allowance	0.00		
Trade in Lien Amount	0.00		
NADA Value ... Loan:	5,995.00	Retail: 5,995.00	Trade: 4,500.00
Number of Weeks	158.00	APR: 18.79%	
Customer Payment	**60.00**		
1. Contract Amount Financed	7,209.70		
2. Current NADA Loan Value	5,995.00		
3. First 1 Partial Purchase Amount	5,193.38		
4. Pymts Purchased: 122 Acquisition Fee	1,194.48		
5. Partial Purchase Net	3,998.90		
6. VSI Premium	150.00		
7. Warranty Cost	0.00		
8. First 1 Advance to Dealer	3,848.90		

Dealer Recap

Advance to Dealer	**3,848.90**
36 Dealer Payments	2,160.00
Customer Down Payment + Net Trade	1,500.00
Dealer Total Income	7,508.90

Comments to Dealer:

The numbers look great. Please advise.

Authorized By:_____ Date: _____

* Quotes are valid for 30 days from the original quote date.