

Bids/Quotes Evaluation		VENDOR	Downtown Ford Sales		Future Ford Lincoln		No Response from other vendors contacted			
		LOCATION	Sacramento, CA		Roseville, CA		Folsom Lake Ford (2) , Harrold Ford			
State Contract # 1-18-23-20A		DATE CALLED	9/6/2018		10/3/2018		10/3/2018			
Department Procurement & Contracts		Date Quoted / Quote Firm # days	/ 4/30/2020		/		/			
Buyer/Phone Rick Blake (530) 621-5873		CONTACT	Sandra Scott		Tom Netherby					
		PHONE / FAX	916-442-6931		916-677-5270					
QTY	U/M	DESCRIPTION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION		
1	ea	2019 Chevrolet Suburban, 4x4, 4-Door	\$35,525.00	\$35,525.00	\$35,859.99	\$35,859.99	\$0.00	\$0.00		
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO			
5	ea	Tire Fee	\$1.75	\$8.75	\$1.75	\$8.75	\$0.00	\$0.00		
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO			
1	ea	Destination Charge	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO			
1	ea	Delivery Charge	\$100.00	\$100.00		\$0.00		\$0.00		
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO			
NOTES No responses received from the other vendors contacted.			SUBTOTAL		SUBTOTAL		SUBTOTAL			
					\$35,633.75			\$35,868.74	\$0.00	
			DISC. %		\$0.00	DISC. %		\$0.00	DISC. %	\$0.00
			L.V.P. 5%			L.V.P. 5%			L.V.P. 5%	
			FREIGHT		\$0.00	FREIGHT			FREIGHT	
			TAX %	7.25%	\$2,583.45	TAX %	7.25%	\$2,600.48	TAX %	7.25%
			TOTAL		\$38,217.20	TOTAL		\$38,469.22	TOTAL	
						\$0.00				

THIS IS YOUR QUOTE

DOWNTOWN FORD SALES
 525 N16th Street, Sacramento, CA. 95811
 916-442-6931 fax 916-491-3138

S090618 1020

QUOTATION

Customer		Date	9/6/2018
Name	KENT TAYLOR	REP	SANDRA SCOTT
Address	COUNTY OF EL DORADO	Phone	916-442-6931
City		FOB	SACRAMENTO
Phone	EMAIL		

Qty	Description	Unit Price	TOTAL
1	2019 FORD F150 SUPER CREW CAB PICKUP 4X4 STATE OF CALIFORNIA 1-18-23-20A CLIN 14	\$26,999.00	\$26,999.00
1	UPGRADE TO XLT 301A PACKAGE	\$1,265.00	\$1,265.00
1	5.0L V8	\$2,020.00	\$2,020.00
1	CLOTH CONSOLE CLOTH SEATING	\$325.00	\$325.00
1	FX4 PACKAGE - REQUIRED/INCL AXLE	\$910.00	\$910.00
1	TRAILER TOW PACKAGE	\$1,007.00	\$1,007.00
1	REMOTE START SYSTEM	\$205.00	\$205.00
1	BLACK PLATFORM RUNNING BOARDS	\$348.00	\$348.00
1	CHROME BUMPERS	\$177.00	\$177.00
1	FOG LAMPS	\$141.00	\$141.00
1	INTEGRATED TRAILER BRAKE CONTROLLER	\$278.00	\$278.00
1	TRAILER TOW MIRRORS, POWER	\$400.00	\$400.00
1	LED SIDE VIEW MIRROR SPOTLIGHTS-REQUIRED	\$177.00	\$177.00
1	PRIVACY GLASS	\$100.00	\$100.00
1	REAR WINDOW DEFROSTER	\$220.00	\$220.00
1	REVERSE SENSING	\$275.00	\$275.00
2	EXTRA KEYS	\$299.00	\$598.00
1	DOC FEE	\$80.00	\$80.00
	SALES TAX 7.25%		

Payment Details

Cash
 Check
 Credit Card

Name _____

CC # _____

Expires _____

Subtotal	\$35,525.00
Delivery	\$100.00
Taxes	
EL DORADO	\$2,576.29
CA Tire Tax	\$8.75
TOTAL	\$38,210.04

Office Use Only

\$500 DISCOUNT WITH PAYMENT IN 20 DAYS

FUTURE FORD LINCOLN

BID

650 AUTO MALL DR.
ROSEVILLE, CA. 95661

DATE: OCT. 03/2018

VENDOR TOM NETHERBY
FUTURE FORD/NISSAN
650 AUTO MALL DR.
ROSEVILLE, CA. 95661
916-677-5270

COUNTY OF EL DORADO
330 FAIR LANE
PLACERVILLE, CA. 95667
530-621-5873
rick.blake@edcgov.us

SHIPPING METHOD	SHIPPING TERMS	DELIVERY DATE
DRIVEN FROM ROSEVILLE	500.00 discount 20 days to pay	TO BE DETERMINED

QTY	DESCRIPTION	COLOR		UNIT PRICE	LINE TOTAL
1.00	2019 F150 WIE	WHITE		\$35,859.99	\$35,859.99
0.00				\$0.00	\$0.00
				\$0.00	\$0.00
					\$0.00
					\$0.00
					\$0.00
			SUBTOTAL		\$35,859.99
1.00				\$0.00	\$0.00
1.00			TRADE IN	\$0.00	\$0.00
1.00			LIC. FEES	\$0.00	\$0.00
1.00			REBATES	-	-
					\$0.00
				SUBTOTAL	\$35,859.99
				Tax Rate <u>7.250%</u>	SALES TAX \$2,599.85
				TOTAL	\$38,459.84

Authorized by

10/3/2018

1. Please send two copies of your invoice.
2. Enter this order in accordance with the prices, terms, delivery method, and specifications listed above.
3. Please notify us immediately if you are unable to ship as specified.
4. Send all correspondence to:
TOM NETHERBY
650 AUTO MALL DR.
ROSEVILLE, CA. 95661
PHONE 916-677-5270



Table of Contents

- Selected Model and Options
- Standard Equipment
- Window Sticker
- Vehicle Image



[Fleet] 2019 Ford F-150 (W1E) XLT 4WD SuperCrew 5.5' Box

ADDITIONAL EQUIPMENT - EXTERIOR

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
153	Front License Plate Bracket -inc: Standard in states requiring 2 license plates, optional to all others	0.00 lbs	0.00 lbs	\$0.00	\$0.00
435	Power-Sliding Rear Window -inc: privacy glass, overhead console, dome lamp replacement and front and back map lamps, Rear Window Defroster	3.00 lbs	3.00 lbs	\$323.00	\$350.00
54Y	Manual-Folding Heated Pwr Glass Trailer Tow Mirror -inc: Manually telescoping, turn signal and black skull caps	10.00 lbs	7.00 lbs	\$253.00	\$275.00
57Q	Rear Window Defroster	0.00 lbs	0.00 lbs	Inc.	Inc.
59S	LED Sideview Mirror Spotlights -inc: high-intensity LED security approach lamps	0.00 lbs	0.00 lbs	\$161.00	\$175.00

ADDITIONAL EQUIPMENT - PACKAGE

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
53A	Trailer Tow Package -inc: Towing capability up to TBD, tailgate LED, Class IV Trailer Hitch Receiver, towing capability up to TBD on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD on 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) and 5.0L V8 engine (995), smart trailer tow connector and 4-pin/7-pin wiring harness, Pro Trailer Backup Assist, Upgraded Front Stabilizer Bar *GROSS*	0.00 lbs	0.00 lbs	\$548.00	\$595.00

ADDITIONAL EQUIPMENT - INTERIOR

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
76R	Reverse Sensing System	0.00 lbs	0.00 lbs	\$253.00	\$275.00

ADDITIONAL EQUIPMENT - OTHER

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
—	Trailer Tow Package savings *DISCOUNT*	0.00 lbs	0.00 lbs	(\$460.00)	(\$500.00)

Prices, specifications, and availability are subject to change without notice, and do not include certain fees, taxes and charges that may be required by law or vary by manufacturer or region. Performance figures are guidelines only, and actual performance may vary. Photos may not represent actual vehicles or exact configurations. Content based on report preparer's input is subject to the accuracy of the input provided. Data Version: 6685, Data updated Oct 2, 2018 9:51:00 PM PDT



[Fleet] 2019 Ford F-150 (W1E) XLT 4WD SuperCrew 5.5' Box

SEAT TYPE

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
UG	Medium Earth Gray, Cloth 40/Console/40 Front Seats -inc: 4-way adjustable driver/passenger headrests, flow-through console w/column shift and 2nd outlet in console when ordered w/110V/400W outlet (91V)	0.00 lbs	0.00 lbs	\$272.00	\$295.00

AXLE RATIO

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
XL3	Electronic Locking w/3.31 Axle Ratio	0.00 lbs	0.00 lbs	\$387.00	\$420.00

PRIMARY PAINT

CODE	DESCRIPTION	FRONT WEIGHT	REAR WEIGHT	Invoice	MSRP
YZ	Oxford White	0.00 lbs	0.00 lbs	\$0.00	\$0.00
Options Total		129.00 lbs	29.00 lbs	\$3,974.00	\$4,315.00

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[Fleet] 2019 Ford F-150 (W1E) XLT 4WD SuperCrew 5.5' Box

Exterior

- Black Door Handles
- Black Power Side Mirrors w/Convex Spotter and Manual Folding
- Fixed Rear Window
- Variable Intermittent Wipers
- Deep Tinted Glass
- Aluminum Panels
- Chrome Grille
- Tailgate Rear Cargo Access
- Tailgate/Rear Door Lock Included w/Power Door Locks
- Fully Automatic Aero-Composite Halogen Auto High-Beam Daytime Running Lights Preference Setting Headlamps w/Delay-Off
- Cargo Lamp w/High Mount Stop Light
- Front Fog Lamps
- Perimeter/Approach Lights

Entertainment

- Radio w/Speed Compensated Volume Control, Radio Data System and External Memory Control
- Radio: AM/FM Stereo w/6 Speakers
- Fixed Antenna

Interior

- Cloth 40/20/40 Front Seat -inc: 4-way adjustable driver/passenger headrests, manual driver/passenger lumbar and armrest w/storage
- 4-Way Driver Seat -inc: Manual Recline and Fore/Aft Movement
- 4-Way Passenger Seat -inc: Manual Recline and Fore/Aft Movement
- 60-40 Folding Split-Bench Front Facing Fold-Up Cushion Rear Seat
- Manual Tilt/Telescoping Steering Column
- Gauges -inc: Speedometer, Odometer, Voltmeter, Oil Pressure, Engine Coolant Temp, Tachometer, Transmission Fluid Temp and Trip Odometer
- Power Rear Windows
- Fordpass Connect 4g Wi-Fi Modem Mobile Hotspot Internet Access
- Front Cupholder
- Rear Cupholder
- Compass
- Keypad

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FUTURE FORD

TOM NETHERBY | 916-677-5270 | netherby@futureford.com

[Fleet] 2019 Ford F-150 (W1E) XLT 4WD SuperCrew 5.5' Box

Safety-Exterior

Side Impact Beams

Safety-Interior

Dual Stage Driver And Passenger Seat-Mounted Side Airbags

Automatic Emergency Braking

Tire Specific Low Tire Pressure Warning

Dual Stage Driver And Passenger Front Airbags

Airbag Occupancy Sensor

Mykey System -inc: Top Speed Limiter, Audio Volume Limiter, Early Low Fuel Warning, Programmable Sound Chimes and Beltminder w/Audio Mute

Safety Canopy System Curtain 1st And 2nd Row Airbags

Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners

Rear Child Safety Locks

Dynamic Hitch Assist Back-Up Camera

WARRANTY

Basic Years: 3

Basic Miles/km: 36,000

Drivetrain Years: 5

Drivetrain Miles/km: 60,000

Corrosion Years: 5

Corrosion Miles/km: Unlimited

Roadside Assistance Years: 5

Roadside Assistance Miles/km: 60,000

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[Fleet] 2019 Ford F-150 (W1E) XLT 4WD SuperCrew 5.5' Box

—	Monotone Paint Application	\$0.00
—	Trailer Tow Package savings	(\$500.00)
—	Tires: P265/70R17 OWL A/T	\$0.00
<hr/>		
	SUBTOTAL	\$47,230.00
	Adjustments Total	\$0.00
	Destination Charge	\$1,495.00
	TOTAL PRICE	\$48,725.00

FUEL ECONOMY

Est City:16 (Est) MPG

Est Highway:22 (Est) MPG

Est Highway Cruising Range:572.00 mi

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Rick Blake <rick.blake@edcgov.us>

Pricing

1 message

Rick Blake <rick.blake@edcgov.us>

Wed, Oct 3, 2018 at 11:11 AM

To: Folsom Lake Ford - Rychard <rychardrosada@folsomlakeford.com>, Future Ford Sales - Tom Netherby <netherby@futureford.com>, Harrold Ford - David Dahle <david_dahle@harroldford.com>, mark Paoli <markpaoli@folsomlakeford.com>, Rick Blake <rick.blake@edcgov.us>

I am doing a competitive market analysis on a Ford F-150 XLT 4x4 Crew Cab Short Bed, can you please give me a price for the attached vehicle?

Thank you,

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Rick Blake - Sr. Buyer
330 Fair Lane
Placerville, CA 95667
Phone: (530)621-5873
Fax: (530)295-2537
rick.blake@edcgov.us
www.edcgov.us

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