

Bowling, Scott

From: Bowling, Scott
Sent: Wednesday, October 03, 2018 1:23 PM
To: 'bcampbell@signatureautogroup.com'
Subject: 2019 PI AWD Utility

Good afternoon Bill,

Per our conversation from Monday 10/1 I would like to utilize three of you available build slots for 2019 Ford Police Interceptor AWD Utilities.

We will be taking these to City Council November 8th and will issue a PO shortly thereafter.

Macomb County Bid #12-07, MY2017

(3) 2019 AWD Utility Police Interceptor K8A/500A \$26,863.00

Exterior Color: Dark Blue (LK)

Interior Trim Color: Charcoal Black (9W)

Options:

43D Dark Car Feature \$20.00

21L/60A Front Warning Auxiliary Light (DS-Red / PS-Blue) \$600.00

60A Pre-wiring for grill lamp, siren and speaker \$50.00

51S Spot Lamp – Dual (Driver and Passenger) (LED Bulbs) (Unity) \$620.00

60R Noise Suppression Bonds (Ground Straps) \$100.00

55D Scuff Guards \$90.00

18D Global Lock / Unlock Feature N/C

68G Rear Door Handles Inoperable / Locks Inoperable \$35.00

18W Windows – Rear window power delete, operable from front driver side switches \$25.00

59B Lock system; Single Key / All Vehicles Keyed Alike 1284x \$50.00

549 Mirrors – Heated, Non BLIS \$60.00

Parts Extra Key \$6.00x10 = \$60.00

OHP Trailer Hitch and Wiring \$395.00

86P Front Headlamp / Police Interceptor Housing Only \$125.00

86T Tail lamp / Police Interceptor Housing Only \$60.00

Options Total \$2,290.00

Total Each \$29,153.00

Please let me know if you have any questions.

Thank you
Scott

Scott E. Bowling
Fleet Services Supervisor II
City of Ann Arbor
Office 734 794-6390 Ext. 43521
Cell 517 206-0866



October 3, 2018

City of Ann Arbor
Attn: Scott E. Bowling
4251 Stone School Road
Ann Arbor, MI 48107

Dear Scott E. Bowling:

Price on 2019 Vehicle Macomb County Contract Bid:

(3) 2019 Ford Police Interceptor Utility AWD in Dark Blue	\$29,153.00 ea
Total Delivered Price	\$87,459.00

Service Contract: 36,000 miles or 36 months factory bumper to bumper warranty and 100,000 miles or 60 months powertrain warranty.

Delivery date: About 120 days from receipt of your PO.

Order Cutoff Date: TBD.

Ford Motor Company does not guarantee delivery---Ford Motor Company will make reasonable efforts to schedule orders received prior to fleet order cut-off date.

Payment requirements: All departments to pay on delivery of vehicle. 10-day grace period will be given if previous arrangements have been made. An \$8.00 per day floor plan will be charged if payment is not at the dealership within 10 days of delivery of the vehicle (s).

If you have any questions please call me, 888-92-Fleet (888-923-5338).

Respectfully Submitted,

Bill Campbell

Bill Campbell
Government & Fleet Sales

Macomb County Bid Price

(Bid #12-07, MY2017) in the
State of Michigan

2019 Utility Police Interceptor Major Standard Equipment

MECHANICAL

- Alternator – 220-Amp
- Axle Ratio – 3.65 (AWD)
- Battery – H.D. maintenance-free 78A/750-CCA
- Brakes – 4-Wheel Heavy-Duty Disc w/H.D. Front and Rear Calipers
- Column Shifter
- Drivetrain – All-Wheel-Drive
- Electric Power-Assist Steering (EPAS) – Heavy-Duty
- Engine – 3.7L V6 Ti-VCT
- Engine Hour Meter
- Engine Oil Cooler
- Fuel Tank – 18.6 gallons
- Suspension – independent front & rear
- Transmission – 6-speed automatic

EXTERIOR

- Antenna, Roof-mounted
- Cladding – Lower bodyside cladding (Black)
- Deflector Plate – Undercarriage deflector plate protect the underbody, powertrain and chassis components (Standard on EcoBoost® Only)
- Door Handles – Black (MIC)
- Exhaust True Dual
- Front-Door-Lock Cylinders (Front Driver / Passenger / Liftgate – Lock cylinder repositioned into decklid appliqué trim)
- Glass – 2nd Row, Rear Quarter and Liftgate Privacy Glass
- Grille – Black
- Headlamps – LED Low Beam; Incandescent (Halogen) High Beam
- Liftgate – Manual 1-Piece – Fixed Glass w/Door-Lock Cylinder
- Mirrors – Black Caps (MIC), Power Electric Remote, Manual Folding with Integrated Spotter (integrated blind spot mirrors not included when equipped with BLIS®)
- Spare – Full size 18” Tire w/TPMS
- Spoiler – Painted Black
- Tailgate Handle – Painted Black
- Tail lamps – LED
- Tires – 245/55R18 A/S BSW
- Wheel-Lip Molding – Black (MIC)
- Wheels – 18” x 8.0 painted black steel with wheel hub cover
- Windshield – Acoustic Laminated

INTERIOR/COMFORT

- Cargo Hooks
- Climate Control – Single-Zone Manual
- Door-Locks
 - Power
 - Rear-Door Handles and Locks Operable
- Floor – Flooring – Heavy-Duty Thermoplastic Elastomer
- Glove Box – Locking/non-illuminated
- Grab Handles – (1 – Front-passenger side, 2-Rear)
- Liftgate Release Switch located in overhead console (45 second timeout feature)
- Lighting
 - Overhead Console with sunglass holder
 - 1st row task lights (driver and passenger)
 - Dome Lamp – 1st row (red/white)
 - 2nd /3rd row overhead map light

INTERIOR/COMFORT (continued)

- Mirror – Day/night Rear View
- Particulate Air Filter
- Power-Adjustable Pedals (Driver Dead Pedal)
- Powerpoints – (2) First Row
- Rear-window Defrost
- Scuff Plates – Front & Rear
- Seats — 1st Row Police Grade Cloth Trim, Dual Front Buckets
 - 1st Row – Driver 6-way Power track (fore/aft. Up/down, tilt with manual recline, 2-way manual lumbar)
 - 1st Row – Passenger 2-way manual track (fore/aft. with manual recline)
 - Built-in steel intrusion plates in both driver/passenger seatbacks
 - 2nd Row Vinyl, 60/40 Split Bench Seat (manual fold-flat, no tumble) – fixed seat track
- Speed (Cruise) Control
- Speedometer – Calibrated (includes digital readout)
- Steering Wheel – Manual / Tilt, Urethane wheel finish w/Silver Painted Bezels) with Speed Controls and Redundant Audio Controls
- Sun visors, color-keyed, non-illuminated
- Universal Top Tray – Center of I/P for mounting aftermarket equipment
- Windows, Power, 1-touch Up /Down Front Driver/Passenger-Side with disable feature

SAFETY/SECURITY

- AdvanceTrac® w/RSC® (Roll Stability Control™) w/Hydraulic Brake Assist
- Airbags, 2nd generation driver & front-passenger, side seat, Roll Curtain Airbags and Safety Canopy®
- Anti-Lock Brakes (ABS) with Traction Control
- Belt-Minder® (Front Driver / Passenger)
- Child-Safety Locks (capped)
- Individual Tire Pressure Monitoring System (TPMS)
- LATCH (Lower Anchors and Tethers for Children) system on rear outboard seat locations
- Seat Belts, Pretensioner/Energy-Management System w/adjustable height in 1st Row
- SOS Post-Crash Alert System™

FUNCTIONAL

- Audio
 - AM/FM / CD / MP3 Capable / Clock / 6 speakers
 - 4.2" Color LCD Screen Center-Stack "Smart Display"
 - 5-way Steering Wheel Switches, Redundant Controls
- Note: Radio does "not" include USB Port or Aux. Audio Input Jack Note: USB Port and Aux. Audio Input Jack requires SYNC® (53M)
- Easy Fuel® Capless Fuel-Filler
- Front door tether straps (driver/passenger)
- Power pigtail harness
- Rearview Camera with Washer viewable in 4" centerstack – OR – Rear View Camera viewable in rear view mirror 87R (No charge option)
- Recovery Hook, Rear Only
- Simple Fleet Key (4 keys, w/o microchip, easy to replace)
- Two-way radio pre-wire
- Windows – Rear Defroster
- Wipers – Front Speed-Sensitive Intermittent; Rear Dual Speed Wiper

Police Interceptor Utility Base Prices

[] Utility All Wheel Drive (3.7L V6 FFV, 305 HP, 131 MPH) **K8A/500A**

\$26,863.00

[] Utility All Wheel Drive (3.5L V6 GTDI EcoBoost, 365 HP, 148 MPH, 99T/44C) **K8A/500A**

\$29,770.00

Payment Terms: Net 10 days

VEHICLE BRAND AND MODEL: Ford Utility Police Interceptor

BID PRICE EXPIRES: TBD.

Subject to change without notice by Ford Motor Company

<u>VEHICLE COLOR: Order Code</u>	<u>Interior Trim Color</u>	
	Charcoal Black (9W)	
Arizona Beige Clearcoat Metallic	[E3]	[]
Medium Brown Metallic	[BU]	[]
Dark Toreador Red Clearcoat Metallic	[JL]	[]
Dark Blue	[LK]	[]
Norsea Blue Clearcoat Metallic	[KR]	[]
Royal Blue	[LM]	[]
Light Blue Metallic	[LN]	[]
Vermillion Red	[E4]	[]
Smokestone Clearcoat Metallic	[HG]	[]
Silver Grey Metallic	[TN]	[]
Ingot Silver Clearcoat Metallic	[UX]	[]
Agate Black	[UM]	[]
Oxford White Clearcoat	[YZ]	[]
Kodiak Brown Metallic	[J1]	[]
Blue Metallic	[FT]	[]
Sterling Grey Metallic	[UJ]	[]
Medium Titanium Clearcoat Metallic	[YG]	[]
Ultra Blue (Extra Cost Paint \$870)	[21U17]	[]
Fire Engine Bright Red (Extra Cost Paint \$1050)	[12R13]	[]

INTERCEPTOR OPTIONAL FEATURES:

Flooring/Seats

	<u>Code</u>	<u>\$Cost</u>
<input type="checkbox"/> 1st and 2nd row carpet floor covering	16C	125.00
<input type="checkbox"/> 2nd Row Cloth Seats	FW/ 88F	60.00
<input type="checkbox"/> Power passenger seat (6-way) w/manual recline and lumbar	87P	325.00
<input type="checkbox"/> Rear Console Plate (Not available with Interior Upgrade Pkg – 65U)	85R	35.00
<input type="checkbox"/> Interior Upgrade Package	65U	390.00
• 1st and 2nd Row Carpet Floor Covering		
• Cloth Seats - Rear		
• Center Floor Console less shifter w/unique Police console finish plate – Includes Console Top Plate – Finish 3 (incl. 2 cup holders)		
• Floor Mats, front and rear (Carpeted)		
Note: Not available with (67G), (67H) & (67U)		

Lamps/Lighting

<input type="checkbox"/> Dark Car Feature – Courtesy lamp disable when any door is opened	43D	20.00
<input type="checkbox"/> Auto Headlamps	86L	115.00
<input type="checkbox"/> Daytime Running Lamps	942	45.00
<input type="checkbox"/> Side Marker Lights in Skull Caps	63B/60A	350.00
<input type="checkbox"/> Rear Quarter Glass Side Marker Lights	63L	575.00
<input type="checkbox"/> Front Warning Auxiliary Light (Driver side – Red / Passenger side – Blue)	21L/60A	600.00
<input type="checkbox"/> Forward Indicator Pocket Warning Light – Warn, Park, Turn (Driver side Red/ Passenger side – Blue)	21W/60A	690.00
<input type="checkbox"/> Front Interior Windshield Warning Lights (Red/Blue with take down)	96W/85R	1150.00
<input type="checkbox"/> Rear Spoiler Traffic Warning Light (Not Avail. w/Interior Upgrade Pkg (65U)	96T/85R	1435.00
<input type="checkbox"/> Dome Lamp – Red/White in Cargo Area	17T	50.00
<input type="checkbox"/> Pre-wiring for grille lamp, siren, and speaker	60A	50.00
<input type="checkbox"/> Spot Lamp – Driver Only (Incandescent Bulbs)	51Y	215.00
<input type="checkbox"/> Spot Lamp – Driver Only (LED Bulbs) (Unity)	51R	395.00
<input type="checkbox"/> Spot Lamp – Driver Only (LED Bulbs) (Whelen)	51T	420.00
<input type="checkbox"/> Spot Lamp – Dual (driver and passenger) (Incandescent Bulbs)	51Z	350.00
<input type="checkbox"/> Spot Lamp – Dual (driver and passenger) (LED Bulbs) (Unity)	51S	620.00
<input type="checkbox"/> Spot Lamp – Dual (driver and passenger) (LED Bulbs) (Whelen)	51V	665.00

Body

[] Glass – Solar Tint 2nd and 3rd Row (Deletes Privacy Glass)	92G	120.00
[] Glass – Solar Tint 2nd Row (Privacy Glass on Rear Quarter and Liftgate Window)	92R	85.00
[] Roof Rack Side Rails – Black	68Z	155.00
[] Deflector Plate	76D	335.00

Wheels

[] Wheel Covers (18" Full Face Wheel Cover)	65L	60.00
[] 18" Painted Aluminum Wheel	64E	475.00

Misc

[] Engine Block Heater	41H	90.00
[] License Plate Bracket – Front	153	N/C
[] Badge Delete (Police Interceptor Badge Only)	16D	N/C
[] 100 Watt Siren/Speaker (includes bracket and pigtail)	18X	300.00
[] Aux Air Conditioning	17A	610.00
[] Noise Suppression Bonds (Ground Straps)	60R	100.00
[] My Speed Fleet Management	43S	60.00
[] Scuff Guards	55D	90.00

Audio/Video

[] Rear View Camera (Includes Electrochromic Rear View Mirror – Video is displayed in rear view mirror)	87R	N/C
<i>Note: This option would replace the camera that comes standard in the 4" center stack area.</i>		
[] SYNC® Basic (Voice Activated Communication System)	53M	295.00
[] Remappable (4) switches on steering wheel	61R/61S	155.00

Doors/Windows

[] Global Lock / Unlock feature (Door-panel switches will lock/unlock all doors and rear liftgate. Eliminates the overhead console liftgate unlock switch) ***** OLD STYLE REAR HATCH LOCK / UNLOCK *****	18D	N/C
[] Hidden Door Lock Plunger	52H	140.00
[] Hidden Door Lock Plunger and Rear Door Handle Inoperable	52P	160.00
[] Rear Door Handles Inoperable/Locks Operable	68L	35.00
[] Rear Door Handles Inoperable/Locks Inoperable	68G	35.00
[] Windows-Rear window power delete, operable from front driver side switches	18W	25.00
[] Lock system; Single Key/All Vehicles Keyed Alike	59	50.00
Keyed Alike 1284x= 59B Keyed Alike 1294x= 59C Keyed Alike 0135x= 59D		
Keyed Alike 1435x= 59E Keyed Alike 0576x= 59F Keyed Alike 0151x= 59G		
Keyed Alike 1111x= 59J		

Safety & Security

[] Ballistic Door Panels – Driver Front Door Only (Level 3)	90D	1585.00
[] Ballistic Door Panels – Driver & Pass Front Doors (Level 3)	90E	3170.00
[] Ballistic Door Panels – Driver Front Door Only (Level 4+)	90F	2415.00
[] Ballistic Door Panels – Driver & Pass Front Doors (Level 4+)	90G	4830.00
[] BLIS® – Blind Spot Monitoring with Cross Traffic Alert	55B/54Z	545.00
[] Mirrors– Heated, Non BLIS	549	60.00
[] Lockable Gas Cap for Easy Fuel Capless Fuel-Filler	19L	20.00
[] Perimeter Anti-Theft Alarm – Activated by Hood, Door, or Decklid	593/55F	460.00
[] Remote Keyless Entry w/4 Key Fobs (w/o Keypad)	55F	340.00
[] Police Engine Idle Feature	47A	260.00
[] Extra Key \$6.00x___ =	Parts	6.00 ea
[] Remote Starter (Must Order Keyless Entry 55F)	Parts	550.00
[] Reverse Sensing	76R	275.00
[] Trailer Hitch and Wiring	OHP	395.00
[] Gun Vault (Not Available with (17A) Aux Air Conditioning)	63V	245.00
[] Front Headlamp/Police Interceptor Housing Only	86P	125.00
– Pre-drilled hole for side marker police use, does not include LED installed lights (eliminates need to drill housing assemblies)		
– Pre-molded side warning LED holes with standard twist lock sealed capability (does not include LED installed lights)		
Note: Not available with options: 66A and 67H		

<p>[] Front Headlamp Lighting Solution</p> <ul style="list-style-type: none"> - Includes base LED Low beam/Incandescent (Halogen) High beam headlamp with High Beam Wig-wag function and two (2) white rectangular LED side warning lights - Includes pre-wire for grille LED lights, siren and speaker (60A) - Wiring, LED lights included. Controller "not" included <p>Note: Not available with option: 67H</p>	66A	850.00
<p>[] Police Wire Harness Connector Kit – Front</p> <ul style="list-style-type: none"> • For connectivity to Ford PI Package solutions includes: <ul style="list-style-type: none"> • (2) Male 4-pin connectors for siren & (5) Female 4-pin connectors for lighting/siren/speaker • (1) 4-pin IP connector for speakers • (1) 4-pin IP connector for siren controller connectivity • (1) 8-pin sealed connector & (1) 14-pin IP connector <p>Note: See Upfitters guide for further detail www.fordpoliceinterceptorupfit.com</p>	47C	105.00
<p>[] Tail lamp/Police Interceptor Housing Only</p> <ul style="list-style-type: none"> - Pre-existing holes with standard twist lock sealed capability (does not include LED installed lights) (eliminates need to drill housing assemblies) <p>Note: Not available with options: 66B and 67H</p>	86T	60.00
<p>[] Tail Lamp Lighting Solution</p> <ul style="list-style-type: none"> - Includes base LED lights plus two (2) rear integrated hemispheric lighthouse white LED side warning lights in taillamps - LED lights only. Wiring, controller "not" included <p>Note: Not available with option: 67H</p>	66B	425.00
<p>[] Police Wire Harness Connector Kit – Rear</p> <ul style="list-style-type: none"> • For connectivity to Ford PI Package solutions includes: <ul style="list-style-type: none"> • (1) 2-pin connector for rear lighting and (1) 2-pin connector • (6) Female 4-pin connectors and (6) Male 4 pin connectors • (1) 10-pin connector <p>Note: See Upfitters guide for further detail www.fordpoliceinterceptorupfit.com</p>	21P	130.00
<p>[] Rear Lighting Solution</p> <ul style="list-style-type: none"> - Includes two (2) backlit flashing linear high-intensity LED lights (driver's side red / Passenger side blue) mounted to inside liftgate glass - Includes two (2) backlit flashing linear high-intensity LED lights (driver's side red / Passenger side blue) installed on inside lip of liftgate (lights activate when liftgate is open) - LED lights only. Wiring, controller "not" included <p>Note: Not available with option: 67H</p>	66C	455.00
<p>[] Ultimate Wiring Package</p> <ul style="list-style-type: none"> - Rear console mounting plate (85R) – contours through 2nd row; channel for wiring - Pre-wiring for grille LED lights, siren and speaker (60A) - Wiring harness I/P to rear (overlay) <ul style="list-style-type: none"> o Two (2) light cables – supports up to six (6) LED lights (engine compartment/grille) o Two (2) 50-amp battery and ground circuits in RH rear-quarter o One (1) 10-amp siren/speaker circuit engine cargo area - Rear hatch/cargo area wiring – supports up to six (6) rear LED lights <ul style="list-style-type: none"> o Recommend Police Wire Harness Connector Kits 47C and 21P <p>Note: Not available with options: 65U, 67G, 67H</p>	67U	550.00
<p>[] Police Interceptor 24 – Cargo Wiring Upfit Package</p> <ul style="list-style-type: none"> - Rear console plate (85R) – contours through 2nd row; channel for wiring - Wiring overlay harness with lighting and siren interface connections - Vehicle Engine Harness: <ul style="list-style-type: none"> o Two (2) light connectors – supports up to six (6) LED lights (engine compartment) o Two (2) grille light connectors o Two (2) 50 amp battery ground circuits in right hand rear-quarter power distribution junction block o One (1) 10-amp siren/speaker circuit (engine to cargo area) - Whelen Lighting PCC8R Control Head - Whelen PCC8R Light Relay Center (mounted behind 2nd row seat) - Light Controller / Relay Center Wiring (jumper harness) - Whelen Specific Cable (console to cargo area) Connects PCC8R to Control Head - Pre-wiring for grille LED lights, siren and speaker (60A) - Does "not" include LED lights <ul style="list-style-type: none"> o Recommend Police Wire Harness Connector Kits 47C and 21P <p>Note: Not available with options: 65U, 67H and 67U</p>	67G	1340.00

<input type="checkbox"/> Ready for the Road Package All-in Complete Package	67H	3415.00
Includes Police Interceptor Packages 66A, 66B, 66C plus:		
– Whelen Cencom Light Controller Head with dimmable backlight		
– Whelen Cencom Relay Center / Siren / Amp w/Traffic Advisor (mounted behind 2nd row seat)		
– Light Controller / Relay Cencom Wiring (wiring harness) w/additional input/output pigtails		
– High current pigtail		
– Whelen Specific WECAN Cable (console to cargo area) connects Cencom to Control Head		
– Pre-wiring for grille LED lights, siren and speaker (60A)		
– Rear console plate (85R) – contours through 2nd row; channel for wiring		
– Grille linear LED Lights (Red / Blue)		
– 100-Watt Siren / Speaker		
– Hidden Door-Lock Plunger / Rear-Door Handles Inoperable (52P)		
– Wiring Harness: Two (2) 50 amp battery and ground circuits in RH rear-quarter		
Note: Not available with options: 66A; 66B; 66C; 67G, 67U		

VINYL WRAP OPTIONS

<input type="checkbox"/> Two-Tone Vinyl Package #1	91A	840.00
• Roof Vin		
• RH/LH Front Doors Vinyl		
• RH/LH Rear Doors Vinyl		
<input type="checkbox"/> Two-Tone Vinyl Package #3	91C	700.00
• Roof Vinyl		
• RH/LH Front Doors Only Vinyl		
<input type="checkbox"/> Two-Tone Vinyl Package #8	91H	490.00
• Roof Vinyl (Vinyl Wrap in Police White (YZ) Only)		
<input type="checkbox"/> Two-Tone Vinyl Package #9	91J	305.00
• RH/LH Front Doors Only Vinyl (Vinyl Wrap in Police White (YZ) Only)		
<input type="checkbox"/> Vinyl Word Wrap	91D	795.00
– "POLICE" located on LH/RH sides of vehicle ("White" lettering)		
<input type="checkbox"/> Reflective Vinyl Word Wrap	91E	795.00
– "POLICE" located on LH/RH sides of vehicle ("Black" lettering)		
<input type="checkbox"/> Reflective Vinyl Word Wrap	91F	795.00
– "POLICE" located on LH/RH sides of vehicle ("White" lettering)		
<input type="checkbox"/> Vinyl Word Wrap	91G	795.00
– "SHERIFF" located on LH/RH sides of vehicle ("White" lettering)		

Extended Warranty Options for Police Interceptor Utility

Extended Warranty Option's (\$100.00 Deductible) 100,000 Mile Coverage

<input type="checkbox"/> 5-Year Premium Care Warranty (500 Plus Components Coverage)	2150.00
<input type="checkbox"/> 4-Year Premium Care Warranty (500 Plus Components Coverage)	2110.00
<input type="checkbox"/> 3-Year Premium Care Warranty (500 Plus Components Coverage)	2080.00
<input type="checkbox"/> 5-Year Extra Care Warranty (113 Essential Components Coverage)	1955.00
<input type="checkbox"/> 4-Year Extra Care Warranty (113 Essential Components Coverage)	1925.00
<input type="checkbox"/> 3-Year Extra Care Warranty (113 Essential Components Coverage)	1905.00
<input type="checkbox"/> 5-Year Base Care Warranty (84 Major Components Coverage)	1860.00
<input type="checkbox"/> 4-Year Base Care Warranty (84 Major Components Coverage)	1840.00
<input type="checkbox"/> 3-Year Base Care Warranty (84 Major Components Coverage)	1820.00

Total Price \$ _____ ea

Bowling, Scott

From: Bowling, Scott
Sent: Wednesday, October 03, 2018 11:47 AM
To: 'bcampbell@signatureautogroup.com'
Subject: 2019 Ford Explorer

Good morning Bill,

Per our conversation from Monday 10/1 I would like to take two of your available build slots for 2019 Explorer's

We will be taking these items to City Council November 8th and will issue a PO shortly thereafter.

State of Michigan Contract # 071B7700180

(1) 2019 Ford Explorer 4x4 XLT K8D/200A \$30,596.00
Exterior Color: (J7) Magnetic Metallic
Interior Color: (8W) Black

(1) 2019 Ford Explorer 4x4 XLT K8D/200A \$30,596.00
Exterior Color: (UM) Agate Black
Interior Color: (8W) Black

I will also have three 2019 Police Interceptor AWD Utilities to purchase after I get the Macomb Co. price and option sheets.

Please let me know if you have any questions.

Thank you
Scott

Scott E. Bowling
Fleet Services Supervisor II
City of Ann Arbor
Office 734 794-6390 Ext. 43521
Cell 517 206-0866



October 3, 2018

City of Ann Arbor
Attn: Scott E. Bowling
4251 Stone School Road
Ann Arbor, MI 48107

Dear Scott E. Bowling:

Price on 2019 Vehicle State of Michigan Contract# 071B7700180 and Macomb County Contract# 71-15 Bid:

(1) 2019 Ford Explorer 4x4 XLT in Magnetic	\$30,596.00 ea
(1) 2019 Ford Explorer 4x4 XLT in Black	\$30,596.00 ea
Total Delivered Price	\$61,192.00

Standard Service Contract: 36,000 miles or 36 months factory Bumper to Bumper Warranty and 60,000miles 60 months Powertrain Warranty . Service to be handled by your local Ford Dealer.

Order Cutoff Date: TBD.

Ford Motor Company does not guarantee delivery---Ford Motor Company will make reasonable efforts to schedule orders received prior to fleet order cut-off date.

Payment requirements: All departments to pay on delivery of vehicle. 10-day grace period will be given if previous arrangements have been made. A \$9.50 per day floor plan will be charged if payment is not at the dealership within 10 days of delivery of the vehicle (s).

If you have any questions please call me, 888-92-FLEET (923-5338)

Respectfully Submitted,

Bill Campbell

Bill Campbell
Government & Fleet Sales

State of Michigan Contract# 071B7700180

2019 Explorer FWD and 4x4 Fleet, 4-Door Major Standard Equipment

MECHANICAL

- Engine – 3.5L Ti-VCT V6
- Four-Wheel Disc Brakes with Anti-Lock Brake System
- Transmission – 6-Speed Automatic with SelectShift® Capability

EXTERIOR

- 18.6 Gallon Fuel Tank
- Black – Molded-in-Color
- Door Handles
- Lower Bodyside Cladding (Black-Painted Insert)
- Wheelip Molding
- Body-Color
- Bumpers, Front and Rear (Body-Color Upper, Black Lower)
- Spoiler
- Chrome Liftgate Appliqué
- Configurable Daytime Running Lamps (DRL) (Activates LED Low Beam Headlamps with Courtesy Delay)
- Easy Fuel® Capless Fuel Filler
- Exhaust Tips, Dual – Chrome
- Front Air Curtain
- Grille – Dark Foundry Gray Mesh Insert with Chrome Bars
- LED Taillamps
- Privacy Glass – Second Row, Third Row and Liftgate
- Rear Bumper Step Pad – Molded-In-Color Black
- Roof-Mounted Antenna
- Tires
- P245/60R18 All-Season (A/S) BSW
- Mini Spare
- Wheels – 18" Five-Spoke Sparkle Silver-Painted Aluminum
- Wipers
- Windshield – Variable Intermittent/Continuous
- Rear Window – Single-Speed Intermittent/Continuous

INTERIOR/COMFORT

- Black Metallic Center Stack
- Center Floor Console – Front
- Armrest
- Storage Bin with Lid
- Climate Control
- Cabin Particulate Air Filter
- Manual Single Zone
- Rear Auxiliary Controls
- Cruise Control
- Cupholders – 10
- Dark Galvano Instrument Panel and Appliqués, Door/Interior Trim and Appliqués
- Door-Sill Scuff Plates, Front and Rear – Black Molded-in-Color (MIC), embossed with “EXPLORER”
- Driver and Front Passenger Seat Back Map Pockets
- Driver’s Side Footrest
- Floor Mats – Color-Keyed Carpet, Front and Rear
- Grab Handles – Front-Passenger; Second Row – two (2), includes Coat Hooks
- Illuminated Visor Vanity Mirrors (Driver and Front Passenger)
- Instrument Panel Cluster
- 4.2" Productivity Screen
- Message Center
- Outside Temperature Display
- Trip Computer
- Leather Gear Shift Knob
- Lighting
- Front Overhead Console Mounted Map Lights
- Illuminated Entry System with Courtesy Lamp Delay
- Rear Cargo Area Light
- Second and Third Row Dome Lights
- Locking Glove Box
- Overhead Console with Sunglasses Storage
- Powerpoints (12V) – four (4)
- Front row; one (1) in Media Hub, one (1) in front center console
- Second row; one (1) in rear section of center console
- Rear Cargo Area; one (1)
- Seats
- Cloth

- Front Row Buckets
- 8-way Power Driver’s Seat (includes Power Lumbar and Manual Recline)
- 4-way Manual Front Passenger (includes Manual Recline)
- Second Row – 60/40 Split-Fold-Flat and Reclining Bench (Manual fore/aft adjustable seat on “40” section only)
- Third Row – 50/50 Split-Fold-Flat
- Steering Column – Manual Tilt/Telescoping
- Steering Wheel Mounted Features
- 5-Way Controls
- Audio Controls
- Cruise Controls
- Windows, Power – Front One-Touch-Up/Down Feature (door mounted controls)

SAFETY/SECURITY

- AdvanceTrac® with RSC® (Roll Stability Control™)
 - Airbags
 - First Row: Driver and Passenger Dual-Stage Front, Front-seat Side and Passenger Knee
 - All Rows: Safety Canopy® Side-Curtain with Rollover Sensor
 - Center High-Mounted Stop Lamp (CHMSL)
 - Curve Control
 - Day/Night Rearview Mirror – Manually Adjustable
 - Door Locks, Power
 - Autolock/Autounlock
 - Child-Safety Rear
 - Head Restraints
 - Four-Way Manually Adjustable Driver and Front-Passenger (Two-way up/down when Dual-Headrest DVD Entertainment System (50S) is ordered)
 - Two-Way Manually Adjustable Second and Third Row (Left and Right; Second Row Center Head Restraint is fixed position)
 - Headlamps
 - LED Low Beams with Courtesy Delay
 - Halogen Reflector High Beams
 - Wiper-Activated
 - Hooks
 - Cargo Net – Four (4)
 - Load Floor Tie-Down – Four (4)
 - Individual Tire Pressure Monitoring System (ITPMS)
 - LATCH (Lower Anchors and Tether Anchors for Children) on Second Row Outboard and Third Row Passenger Side Seating Positions
 - Mirrors, Sideview – Power/Heated Glass, Manual-Folding with Integrated Blind Spot Mirrors and Black Molded-in-Color Caps
 - MyKey®
 - Personal Safety System™1
 - Rear View Camera with Backup Assist Grid Lines and Washer
 - Rear-Window Defroster and Washer
 - Safety Belts
 - Front Row – Belt-Minder® (Front Safety Belt Reminder)
 - Front Row – Adjustable Height
 - Second Row – Outboard and Center Seat Shoulder
 - Third Row – Outboard
 - SecurILock® Passive Anti-Theft System (PATS) (Explorer Base Series Only)
 - SOS Post-Crash Alert System™
 - Trailer Sway Control
- ### DRIVER ASSIST TECHNOLOGY
- Headlamps – Autolamp (Automatic On/Off)
 - Hill Start Assist
 - SYNC®
 - Enhanced Voice Recognition Communications and Entertainment System
 - 911 Assist®
 - 4.2" LCD Screen in Center Stack
 - AppLink®
 - Smart-Charging Multimedia USB Port in Media Hub – One (1)

<input type="checkbox"/>	Explorer FWD Base Price K7B/100A	\$25,634.00
<input type="checkbox"/>	Explorer 4x4 Base Price K8B/100A	\$27,447.00

Explorer Base Options

	<u>Option Code</u>	<u>Price</u>
<input type="checkbox"/> SiriusXM® Satellite Radio	58E	195.00
<input type="checkbox"/> Inflatable Rear-Seatbelts	90R	210.00
<input type="checkbox"/> Deep Tray Style All Weather Floor Mats	16N	120.00
<input type="checkbox"/> License Plate Bracket Front	153	N/C
<input type="checkbox"/> Daytime Running Lights	942	45.00
<input type="checkbox"/> Engine Block Heater	41H	90.00
<input type="checkbox"/> Reverse Sensing System	76R	275.00
<input type="checkbox"/> Rear Cargo Well Protector	85W	100.00
<input type="checkbox"/> Cargo Shade	60T	130.00
<input type="checkbox"/> Smokers Kit with Element	60X	90.00
<input type="checkbox"/> Splash Guards	50M	205.00
<input type="checkbox"/> Remote Starter	Parts	550.00
<input type="checkbox"/> Running Boards Black	96R	595.00
<input type="checkbox"/> <u>Trailer Tow Package Class III</u>	52T	570.00
<small>(SelectShift Automatic™ Transmission, Engine Oil Cooler, and 4.7 – PIN Wiring Harness)</small>		
<input type="checkbox"/> Extra keys with Integrated Keyless Entry _____ @ 175.00 ea = _____	SIG	_____

Total Price \$ _____

2019 Explorer Base Colors

Exterior Colors

Blue Metallic	[FT]
Shadow Black	[G1]
Ingot Silver Metallic	[UX]
Oxford White	[YZ]

Interior Colors

Med Stone (7L)

[]
[]
[]
[]

[] Explorer FWD XLT Price K7D/200A

\$28,686.00

[] Explorer 4x4 XLT Price K8D/200A

\$30,596.00

XLT Contains all Standard Items Plus:

MECHANICAL

- Heavy-Duty Front and Rear Brake Calipers

EXTERIOR

- Body-Color Door Handles
- Grille – Foundry Gray Painted Mesh Insert with Chrome Bars
- LED Signature Lighting
- Lower Bodyside Cladding – Black with Chrome Accent
- Roof-Rack Side Rails – Silver
- Skid Plate Elements, Front and Rear — Silver Painted
- Wheels
 - 18" Painted Aluminum (FWD only)
 - 18" 5-Split Spoke Silver-Painted Aluminum (4WD only)

INTERIOR/COMFORT

- Galvano Instrument Panel and Appliqués, Door/Interior Trim and Appliqués

- Seats
 - Unique Cloth
 - 10-way Power Driver's (includes Power Lumbar and Recline)
 - 6-way Power Passenger (includes Manual Recline)
- Steering Wheel – Leather-Wrapped

FUNCTIONAL

- 72 AH Battery
- Audio – SiriusXM® Radio

SAFETY/SECURITY

- Perimeter Alarm

DRIVER ASSIST TECHNOLOGY

- Hill Descent Control (4WD Only)
- Reverse Sensing System

Explorer XLT Options

[] **Driver Connect Package**

- SYNC® 3
- SYNC® Connect
- Two (2) Driver configurable 4.2" color LCD displays in instrument cluster
- Auto-Dimming Rearview Mirror
- Premium Audio System with Nine (9) Speakers
- Remote Start System
- Dual-Zone Electronic Automatic Temperature Control (DEATC)
- 10-way Power Passenger Seat (includes Power Lumbar and Recline)
- Power Liftgate
- LED Fog Lamps and Signature Lighting
- BLIS® (Blind Spot Information System) w/Cross-traffic Alert

Option Code

201A

Price

2330.00

[] **Driver Connect Package with Comfort Package**

- Contains all equipment listed in above **Driver Connect Package 201A** plus Forward Sensing System, **XLT Technology Bundle (65T)** Heated Steering Wheel, Unique Seating Surfaces and Heated Front Seats

202A

5430.00

[] **XLT Sport Appearance Package (202A Only)**

- 20" Magnetic Metallic-Painted 10-Spoke Wheels (P255/50R20 All-Season (A/S) BSW Tires)
- Magnetic Metallic-Painted Grille Bars and Mesh Insert, eview Mirror Caps, Lower Door Trim, Lower Front and Rear Bumper Covers, Lower Bodyside Cladding Insert and Liftgate Appliqué
- Black Roof-Rack Side Rails
- Ebony Black Unique Door-Trim Panel Insert with Fire Orange Contrasting Stitching
- "EXPLORER" Badge on Hood
- "EXPLORER" Unique Branded Front Floor Mats
- Seats, First and Second Rows – Ebony Black Leather-Trimmed with Perforated Miko® Inserts and Foxfire Contrasting Scrim, Ebony Black Leather-Trimmed Bolsters and Fire Orange Contrasting Stitching
- Seats, Third Row – Ebony Black Vinyl with Black Stitching

65P

1595.00

[] **XLT Desert Copper Package**

- 20" Polished Aluminum Wheels (255/50R20 All-Season (A/S) BSW Tires)
- Chrome Mirror Caps
- Ebony Black Door-Trim Panel with Copper Insert
- Seats, First and Second Rows – Ebony Black Leather-Trimmed with Copper Inserts and Copper Stitching
- Seats, Third Row – Ebony Black Vinyl with Copper Inserts and Copper Stitching

66Q

1840.00

[] **Ford Safe and Smart Package** (Available only w/201A and 202A Pkg's)

- Adaptive Cruise Control & Forward Collision Warning with Brake Support
- Auto-High Beams
- Lane-Keeping System
- Rain-Sensing Wipers (Front Only)

65S

1295.00

<input type="checkbox"/> XLT Technology Feature Bundle (Available only w/201A and 202A Pkg's)	65T	935.00
<ul style="list-style-type: none"> • Voice-Activated Touchscreen Navigation System with Pinch-to-Zoom Capability, SiriusXM Traffic and Travel Link® • Universal Garage Door Opener 		
<input type="checkbox"/> Cold Weather Package (Available only w/201A Pkg)	65W	650.00
<ul style="list-style-type: none"> • Heated Front Seats • Heated Steering Wheel • Forward Sensing System 		
<input type="checkbox"/> Trailer Tow Package Class III	52T	570.00
(SelectShift Automatic™ Transmission, Engine Oil Cooler, and 4.7 – PIN Wiring Harness)		
<input type="checkbox"/> Dual Panel Moonroof (Available only w/201A and 202A Pkg's)	439	1695.00
<input type="checkbox"/> Inflatable Rear-Seatbelts	90R	210.00
<input type="checkbox"/> 20" Polished Aluminum Wheels (Available only w/201A and 202A)	64R	1295.00
<input type="checkbox"/> 2nd Row Bucket Seats (202A Pkg Only)	173	695.00
<input type="checkbox"/> 2nd Row Console (Req. 2nd Row Bucket Seats) (202A Pkg Only)	51D	150.00
<input type="checkbox"/> Deep Tray Style All Weather Floor Mats	16N	120.00
<input type="checkbox"/> License Plate Bracket Front	153	N/C
<input type="checkbox"/> Daytime Running Lights	942	45.00
<input type="checkbox"/> Engine Block Heater	41H	90.00
<input type="checkbox"/> Rear Cargo Well Protector	85W	100.00
<input type="checkbox"/> Cargo Shade	60T	130.00
<input type="checkbox"/> Wheel Lock Kit (Available only w/201A and 202A)	60W	75.00
<input type="checkbox"/> Smokers Kit with Element	60X	90.00
<input type="checkbox"/> Roof Rack Cross Bars	50N	140.00
<input type="checkbox"/> Splash Guards	50M	205.00
<input type="checkbox"/> Remote Starter	Parts	550.00
<input type="checkbox"/> Extra keys with Integrated Keyless Entry _____ @ 220.00 ea = _____	SIG	_____

Total Price \$ _____

2019 Explorer XLT Colors

Exterior Colors

Blue Metallic	[FT]
Ingot Silver Metallic	[UX]
Magnetic Metallic	[J7]
Agate Black	[UM]
Oxford White	[YZ]

Interior Colors

Black (8W)	Med. Lt. Stone (8L)
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

\$ 30,596.00 EA.