

Laura Boyd

From: David Fairchild
Sent: Tuesday, October 11, 2022 9:13 AM
To: Laura Boyd
Cc: Joe Stanton
Subject: 2023 Fleet

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Laura, I have a dilemma caused by the Ford motor vehicle company. In the budget we were approved to purchase new vehicles for 2023. I was in the process of getting on the agenda so a purchase order could be secured for the purchase. My source at Silsbee Ford advised I would need to obtain new quotes due to Ford increasing the prices of the vehicles. The quotes were obtained at the end of April 2022 to put our budget requests in on time. Normally these quotes are still good in October.

I received the new quotes and found that Ford increased their prices by approximately 10k per vehicle. The break down is:

5 Ford Explorer patrol vehicles quoted in April 2022 - \$56,673.48 each
Increase - \$9,018.15 each
New price - \$65,691.63 each

1 Ford Explorer K-9 patrol vehicle quoted in April 2022 - \$59,565.79 each
Increase - \$8682.92 each
New price - \$65,691.63 each

7 Ford Police Responder trucks quoted in April 2022 - \$48,869.49 each
Increase - \$10,820.14 each
New price - \$59,689.48 each

This is a total increase for the approved vehicles of \$135,889.35. This does not include the five vehicles Ford owes us from last budget year. We would have to pay the price increase for them as well. Ford is not honoring the quoted prices we sent them a purchase order for last year.

I need some guidance on this matter going forward. I can tell you I am currently exploring other options with other car manufacturers that make police package vehicles. Hopefully I can find one that has not increased their prices. If this option fails, other than paying the higher prices I'm at a loss.

Captain David Fairchild