



Chapman Ford
7100 E. McDowell, Scottsdale, Arizona, 852573316
Office: 480-946-3900

Customer Proposal

Prepared for:

Mr. Liertenant V. Figueroa
San Luis Police Dept.
Office: 928-341-2420
Email: www.vfigueroa@cityofsanluis.org

Prepared by:

Milt Ward
Office: 480-861-4115
Email: miltward@chapmanchoice.com

Date: 08/24/2016

Vehicle: 2017 F-150 XL
4x2 SuperCab Styleside 8' box 163" WB





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Office: 480-946-3900

Mr. Liertenant V. Figueroa
San Luis Police Dept.
Office: 928-341-2420
Email: www.vfigueroa@cityofsanluis.org

Re: Vehicle Proposal

Dear Mr. Figueroa,

Thank you very much for your interest in acquiring a vehicle from our dealership. We concur that your interest is well deserved. We hope that an outstanding product lineup and our dedication to customer service will enhance your ownership experience should you decide to buy a vehicle from us.

Attached, please find additional information that I hope will assist you in making a more informed decision. Please feel free to contact me at any time as I would truly appreciate the opportunity to be of service to you.

Sincerely,

Milt Ward
Government Sales Manger
480-861-4115
miltward@chapmanchoice.com



Warranty - Standard Equipment & Specs

Warranty

Basic

Distance	36000 miles	Months	36 months
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Powertrain

Distance	60000 miles	Months	60 months
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Corrosion Perforation

Distance	Unlimited miles	Months	60 months
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Roadside Assistance

Distance	60000 miles	Months	60 months
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Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.



Selected Options

Code	Description	MSRP
Base Vehicle		
X1C	Base Vehicle Price (X1C)	\$31,710.00
Packages		
100A	Equipment Group 100A Base	N/C
Powertrain		
99F	Engine: 5.0L V8 FFV	\$800.00
446	Transmission: Electronic 6-Speed Automatic <i>Includes tow/haul and sport mode.</i>	Included
X27	3.31 Axle Ratio	Included
NONGV1	GVWR: 7,000 lbs Payload Package	Included
Wheels & Tires		
STDTR	Tires: P245/70R17 BSW A/S	Included
64C	Wheels: 17" Silver Steel	Included
Seats & Seat Trim		
C	Cloth 40/20/40 Front Seat <i>Includes 2-way manual driver/passenger adjustment and armrest.</i>	Included
Other Options		
163WB	163" Wheelbase	STD
STDRD	Radio: AM/FM Stereo w/6 Speakers <i>Includes auxiliary audio input jack (not available with SYNC).</i>	Included
PAINT	Monotone Paint Application	STD
C09	Priced DORA	N/C
Fleet Options		
85A	XL Power Equipment Group	\$1,170.00
Emissions		
425	50 State Emissions (Fleet)	N/C
Interior Colors		

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2017 F-150, SuperCab Styleside
4x2 SuperCab Styleside 8' box 163" WB
XL(X1C)

Selected Options (cont'd)

Code	Description	MSRP
CG_01	Dark Earth Gray	N/C
Primary Colors		
YZ_01	Oxford White	N/C
SUBTOTAL		\$33,680.00
Destination Charge		\$1,195.00
TOTAL		\$34,875.00

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Prepared for: Mr. Liertenant V. Figueroa, San Luis Police Dept.
By: Milt Ward Date: 08/24/2016 | Price Level: 725 Quote ID: Victors150



Pricing - Single Vehicle

	MSRP
<i>Vehicle Pricing</i>	
Vehicle Price	\$31,710.00
Options & Colors	\$1,970.00
Upfitting	\$0.00
Destination Charge	\$1,195.00
Subtotal	\$34,875.00
<i>Pre-Tax Adjustments</i>	
Description	
Special Fleet Discount	-\$690.00
Dealer Prep Charge / Includes Window Tint	\$232.00
Special Ford Concessions	-\$8,888.00
Special Chapman Ford Discount	-\$2,194.00
Subtotal	\$23,335.00
<i>Discount Adjustments</i>	
Discount	\$0.00
Subtotal	\$23,335.00
<i>Sales Taxes</i>	
Description	
sales tax	\$1,855.13
Total	\$25,190.13

 Customer Signature

 Acceptance Date

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Quotation

Date Aug 11, 2016	Page 1
Order Number QTE0016540	

Arizona Emergency Products

3433 E Wood St
Phoenix, AZ 85040
Phone: (602) 453-9111
Fax: (602) 453-3743

Sold To:

San Luis Police Department, City of
P O Box 7740
San Luis, AZ 85349

Ship To:

AEP PHX INSTALL
AEP PHX INSTALL

Reference	PO Number	Customer No.	Salesperson	Order Date	Ship Via	Terms
2016 F-150 SSV / Animal Control Ur		SAN10606	BPY	Aug 11, 2016		NET30

Year	Make	Model	Color	State Contract #
2016	Ford	F-150 SSV		Yavapai County Contract # 111201

Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
		POC: Lt. Figueroa / San Luis PD / 928-341-2420		
1.00	LBAR02699 / IX2-S-ITS3	LIBERTY II 55" LC LIGHTBAR W/ 3-LED T/D SINGLE COLOR LED'S Better than contract price of 30% off Whelen MSRP of \$4,241.00	1,499.9900	1,499.99
1.00	LBAR02915 / MKAJ94	LIGHTBAR MOUNTING KIT FOR 15-* F-150 Included with price of light bar	0.0000	0.00
2.00	LEDS00608 / IONA	ION LIGHT AMBER PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$180.00	126.0000	252.00
2.00	LEDS00721 / IONK1B	SWIVEL MOUNT KIT FOR ION BLK PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$32.50	22.7500	45.50
1.00	SPEE00117 / TAD8RR	DOMINATOR 8 SUPER-LED T/A, R/R PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$708.00	495.6000	495.60
2.00	LEDS03211 / IONSV3A	V-SERIES ION LED LIGHT HEAD W/ TAKEDOWN LIGHTS / AMBER Contract price of 30% off Whelen MSRP of \$271.00	189.7000	379.40
1.00	LBAR02817 / PCCS9LW	Programmable Switch Box for a Liberty II Light Bar	186.2000	186.20

Quotation continued on next page ...



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Reference 2016 F-150 SSV / Animal Control Ur	PO Number	Customer No. SAN10606	Salesperson BPY	Order Date Aug 11, 2016	Ship Via	Terms NET30
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Year 2016	Make Ford	Model F-150 SSV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
		Contract price of 30% off Whelen MSRP of \$266.00		
1.00	SPEE00111 / TADCTL1	CONTROL HEAD FOR DOMINATOR T/A PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$136.00	95.2000	95.20
1.00	CONS01179 / CC-WBOS-20	20" Center Equipment Console, Wide Body, Open side storage Contract price of 25% off Troy Products MSRP of \$615.00	461.2500	461.25
1.00	CONS00704 / AC-F150MNT	NHD floor mounting kit for a Troy products center radio PL 2012-01-01 Included with price of console	0.0000	0.00
1.00	FACE00439 / FP-MXTL2500	3" Face Plate for a remote Motorola XTL2500 Included with price of console	0.0000	0.00
1.00	FACE00470 / FP-WTA836	Three (3) Inch Face Plate For a Whelen Traffic Advisor Control Head. Included with price of console	0.0000	0.00
1.00	CONS00960 / FP-WSPCCS9N	Faceplate, 3", Whelen PCCS9NP, 9 Position Switch Box Included with price of console	0.0000	0.00
1.00	FACE00386 / FP-BLNK1	One (1) Inch Blank Faceplate Included with price of console	0.0000	0.00

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2016 F-150 SSV / Animal Control Ur		SAN10606	BPY	Aug 11, 2016		NET30

Year	Make	Model	Color	State Contract #
2016	Ford	F-150 SSV		Yavapai County Contract # 111201

Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
1.00	CONS00720 / AC-INBHG	Internal Beverage Holder w/Rubber Pieces Priced with Contract price of 25% off Troy Products MSRP of \$50.00	37.5000	37.50
1.00	FACE00376 / FP-AP12-3	2" plate w/ 3 DC outlet holes. Included with price of console	0.0000	0.00
2.00	FACE00472 / L3-AP1SET	DC outlet plug with black captured cap. PL 2012-01-01 Contract price of 25% off Troy Products MSRP of \$12.00	9.0000	18.00
1.00	BATT00456 / USBR12V	ROUND FLUSH MOUNT 2 PORT USB 1.14" (2.1A/1A) Not on contract / Open market price	14.9900	14.99
1.00	FACE00443 / FP-SGTRAY	Sunglass Holder 4" PL 2012-01-01 Contract price of 25% off Troy Products MSRP of \$40.00	30.0000	30.00
1.00	CONS01252 / SP-WB-2MIC-8	Dual Mic Clip / Plate for 7" Slope Area on a WB Console	22.5000	22.50
1.00	CONS01148 / AC-SIDEARM-6	6" long pad on side-mount L-Bracket, ht. adjustable PL 2012-01-01 Contract price of 25% off Troy Products MSRP of \$90.00	67.5000	67.50
1.00	COMP01546 / PKG-PSM-285	PREMIUM SIDE MOUNT FOR 15-* F-150 Contract price of 25% off Havis MSRP of \$686.94	515.2100	515.21

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Reference	PO Number	Customer No.	Salesperson	Order Date	Ship Via	Terms
2016 F-150 SSV / Animal Control Ur		SAN10606	BPY	Aug 11, 2016		NET30

Year	Make	Model	Color	State Contract #
2016	Ford	F-150 SSV		Yavapai County Contract # 111201

Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
1.00	COMP01157 / DS-PAN-112-2	Panasonic Toughbook 30/31 Docking Station Full Port Contract price of 25% off Havis MSRP of \$1,243.43	932.5700	932.57
1.00	SPOT00327 / 325PL-0002	6" SPOTLIGHT HALOGEN BLACK HOUSING Contract price of 50% off Unity MFG MSRP of \$293.33	146.6700	146.67
1.00	SPOT00106 / 189	Unity Installation Kit for driver side of F-Series Pickup Contract price of 50% off Unity MFG MSRP of \$70.00	35.0000	35.00
1.00	ALAR00115 / S.I. 340U	F150, Secure Idle Not on contract / Open market price	143.1200	143.12
1.00	K9AD00384 / K9-6-STALL	6 STALL SLIDE-IN ANIMAL CONTROL UNIT W/ STORAGE FOR FULL SIZ Not on contract / Open market price	5,714.5000	5,714.50
1.00	K9AD00385 / K9-6-SS-HINGE	STAINLESS STEEL DOOR HING OPTION Not on contract / Open market price	86.2500	86.25
1.00	K9AD00386 / K9-6-FAN	965 CFM 12V EXHAUST FAN OPTION Not on contract / Open market price	332.3500	332.35
6.00	K9AD00387 / K9-6-LED	LED COMPARTMENT LIGHT OPTION Not on contract / Open market price	138.0000	828.00
1.00	K9AD00388 / K9-6-AC	TRUCK ENGINE POWERED A/C UNIT OPTION Not on contract / Open market price	1,868.7500	1,868.75

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Year 2016	Make Ford	Model F-150 SSV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
6.00	K9AD00389 / K9-6-INSUL	1"INSULATION W/ ALUM LINER OPTION Not on contract / Open market price	119.6000	717.60
4.00	K9AD00390 / K9-6-SBD	SAFETY BAR DOOR OPTION Not on contract / Open market price	215.0500	860.20
6.00	K9AD00391 / K9-6-SKIN	STAINLESS STEEL INNER SKIN & FLOOR OPTION Not on contract / Open market price	241.5000	1,449.00
6.00	K9AD00392 / K9-6-RUB	HEAVY DUTY RUBBER FLOOR MAT OPTION Not on contract / Open market price	40.2500	241.50
6.00	K9AD00393 / K9-6-STRUT	OUTER DOOR GAS STRUT OPTION Not on contract / Open market price	59.8000	358.80
1.00	K9AD00394 / K9-6-TEMP	CAB MOUNTED THERMOMETER OPTION Not on contract / Open market price	289.8000	289.80
1.00	VIDE00585 / AWT3510C	3.5" REARVIEW MIRROR DISPLAY W/ LIC. PLATE CAMERA & 25' EXT. Not on contract / Open market price	575.0000	575.00
1.00	PATC00186 / 03-0115C	PATROL POWER FUSE PANEL FOR 15-* F-150 Fixed contract price for 2016	499.9900	499.99
40.00	LABO90001 / AEP INSTALL	All Labor Charges EVT-Certified Technician Labor	60.0000	2,400.00

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Reference 2016 F-150 SSV / Animal Control Ur	PO Number	Customer No. SAN10606	Salesperson BPY	Order Date Aug 11, 2016	Ship Via	Terms NET30
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Year 2016	Make Ford	Model F-150 SSV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
		Fixed contract labor rate of \$60.00 per hour for 2016		
		Shop Supplies		150.00
		Shipping		850.00

Thank you for the opportunity to earn your business Terms & Conditions: <ul style="list-style-type: none"> • Estimates valid for 60 days • Our installations are backed by a 5-year quality warranty • Orders will be invoiced upon notification of completion • Returns subject to 25% restocking fee. No returns on special order items. SIGNATURE (not required if PO/contract is issued) _____	Parts	19,199.94
	Labor / Services	2,400.00
	Shipping / Misc.	1,000.00
	Order Discount	0.00
	Subtotal	22,599.94
	Total sales tax	1,664.10
	Total order	24,264.04