



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

Customer Proposal

Prepared for:

Mr. Victor Figureroa
Office: 928-341-2420

Prepared by:

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

Date: 08/26/2016

Vehicle: 2017 Utility Police Interceptor Base
AWD





Mr. Victor Figureroa
Office: 928-341-2420

Re: Vehicle Proposal

Dear Mr. Figureroa,

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 Manager
480-861-4115
miltward@chapmanchoice.com



Warranty - Standard Equipment & Specs

Warranty

Basic

Distance	36000 miles	Months	36 months
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Powertrain

Distance	100000 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		
K8A	Base Vehicle Price (K8A)	\$31,510.00
Packages		
500A	Order Code 500A	N/C
Powertrain		
99R	Engine: 3.7L V6 Ti-VCT FFV	Included
44C	Transmission: 6-Speed Automatic	Included
STDAX	3.65 Axle Ratio	Included
STDGV	GVWR: 6,300 lbs	Included
Wheels & Tires		
STDTR	Tires: P245/55R18 AS BSW	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel <i>Includes center caps and full size spare.</i>	Included
Seats & Seat Trim		
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear <i>Includes driver 6-way power track (fore/aft.up/down, tilt with manual recline, 2-way manual lumbar, passenger 2-way manual track (fore/aft. with manual recline) and built-in steel intrusion plates in both front seatbacks.</i>	Included
Other Options		
113WB	113" Wheelbase	STD
PAINT	Monotone Paint Application	STD
STDRD	Radio: MyFord AM/FM/CD/MP3 Capable <i>Includes clock, 6 speakers and 4.2" color LCD screen center-stack Smart Display.</i>	Included
153	Front License Plate Bracket	N/C
87R	Rear View Camera <i>Note: This option would replace the camera that comes standard in the 4" center stack area. Camera can only be displayed in the 4" center stack (standard) OR the rear view mirror (87R). Includes: - Electrochromic Rear View Mirror Video is displayed in rear view mirror.</i>	N/C
18D	Global Lock / Unlock Feature	N/C

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Selected Options (cont'd)

Code	Description	MSRP
	<i>Door-panel switches will lock/unlock all doors and rear liftgate. Eliminates the overhead console liftgate unlock switch.</i>	
C09	Priced DORA	N/C
Interior Colors		
9W_01	Charcoal Black	N/C
Primary Colors		
G1_02	Shadow Black	N/C
SUBTOTAL		\$31,510.00
Destination Charge		\$945.00
TOTAL		\$32,455.00

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Pricing - Single Vehicle

	MSRP
<i>Vehicle Pricing</i>	
Vehicle Price	\$31,510.00
Options & Colors	\$0.00
Upfitting	\$0.00
Destination Charge	\$945.00
Subtotal	\$32,455.00
<i>Pre-Tax Adjustments</i>	
Description	
Special Fleet Discount	-\$635.00
Dealer Prep Charge / Includes Window Tint	\$232.00
Special Ford Concessions	-\$2,964.00
Special Chapman Ford Discount	-\$2,127.00
Subtotal	\$26,961.00
<i>Discount Adjustments</i>	
Discount	\$0.00
Subtotal	\$26,961.00
<i>Sales Taxes</i>	
Description	
sales tax	\$2,143.40
Total	\$29,104.40

Customer Signature

Acceptance Date

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Quotation

Date Aug 11, 2016	Page 1
Order Number QTE0016572	

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 2016 PI-SUV Full Patrol Build	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 PI-SUV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
		POC: Lt. Figueroa / San Luis PD / 928-341-2420		
		Order PI-SUV with these Ford Options / 86T		
1.00	LBAR02776 / IW2-S-ITL12	LIBERTY II WC LIGHTBAR W/12-LED T/D & SINGLE COLOR LEADS Better than contract price of 30% off Whelen MSRP of \$4,241.00	1,499.9900	1,499.99
1.00	LBAR00697 / MKEZ83	Lightbar mounting kit for a 2013+ PI-SUV PL-2014-01-01 Included with price of light bar	0.0000	0.00
1.00	FLAS00095 / ETHFSS-SP	100% SS multi pattern headlight flasher Contract price of 50% off Sound Off MSRP of \$67.00	33.5000	33.50
1.00	BUMP00402 / BK2019ITU16	PB450L4 ALUM BUMPER ION FULL 2016 INTERCEPTOR UTILITY PL 2013-05-01 Contract price of 20% off Setina MFG MSRP of \$839.00	671.2000	671.20
2.00	LEDS03092 / ENT2B3J	INTERSECTOR 18-LED RED/BLUE LIGHT KIT - STANDARD LENS Contract price of 50% off Sound Off MSRP of \$287.00	143.5000	287.00
1.00	LEDS02616 / PNT1CRV05	Intersector Mounting Adaptor, 2013+Utility Contract price of 50% off Sound Off MSRP of \$12.00	6.0000	6.00

Quotation continued on next page ...



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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
2.00	LEDS00598 / IONJ	ION LIGHT RED/BLUE PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$180.00	126.0000	252.00
2.00	LEDS00721 / IONK1B	WHELEN SWIVEL MOUNT KIT FOR ION LIGHT BLACK PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$32.50	22.7500	45.50
2.00	LEDS02889 / MCRNSJ	SURFACE MT MICRON R/B BLACK Contract price of 30% off Whelen MSRP of \$162.00	113.4000	226.80
2.00	LEDS03025 / VHB609B	Vertex Blue Ford Twist Lock LED Light Head. Contract price of 30% off Whelen MSRP of \$135.00	94.5000	189.00
1.00	FLAS00022 / ETFBSSN-P	Sound Off backflash module. Ford Contract price of 50% off Sound Off MSRP of \$74.00	37.0000	37.00
1.00	SIRE00415 / 295SLSC6	100/200watt siren w/lighted controls, park kill & plug in m Contract price of 30% off Whelen MSRP of \$672.00	470.4000	470.40
1.00	SPEA00062 / SA315P	Whelen Ultra Slim Siren Speaker. 123dB, Nylon Composite Cons PL-2014-01-01 Contract price of 30% off Whelen MSRP of \$328.00	229.6000	229.60
1.00	VACC01180 / SAK51	Siren Speaker bracket for a 12+ SUVPI DS lower grille	28.7000	28.70

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Year 2016	Make Ford	Model PI-SUV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
1.00	CONS01072 / 7160-0411	Contract price of 30% off Whelen MSRP of \$41.00 Console w/Arm Rest or Cup Holder for '13 Interceptor SUV PL 2013-05-15	413.2500	413.25
1.00	CONS00899 / 7140-0307	Contract price of 25% off Gamber Johnson MSRP of \$551.00 3.38" faceplate for Whelen 295SLSA6 Siren Included with price of console	0.0000	0.00
1.00	FACE00546 / 7160-0321	GAMBER FACEPLATE MOTOROLA XTL5000/2500 PL 2013-05-15 Included with price of console	0.0000	0.00
1.00	CONS01180 / 7160-0332	Interior Pocket for Console PL 2013-05-15 Contract price of 25% off Gamber Johnson MSRP of \$42.00	31.5000	31.50
1.00	FACE00174 / 3130-0155	Gamber Johnson 3" blank console filler plate PL 2013-05-15 Included with price of console	0.0000	0.00
1.00	FACE00590 / 7160-0431	Police Interceptor SUV usb/audio filler panel Contract price of 25% off Gamber Johnson MSRP of \$81.00	60.7500	60.75

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2016 PI-SUV Full Patrol Build		SAN10606	BPY	Aug 11, 2016		NET30

Year	Make	Model	Color	State Contract #
2016	Ford	PI-SUV		Yavapai County Contract # 111201

Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
1.00	COMP00113 / 7160-0220	GAMBER-JOHNSON MONGOOSE 9" LOCKING SLIDE ARM PL 2013-05-15 Contract price of 25% off Gamber Johnson MSRP of \$317.00	237.7500	237.75
1.00	PRIS01136 / PK1126ITU12SCA	#10XL C COATED POLY PART 12-13 INTERCEPTOR UTILITY W/SCA PB 2013-05-700 Contract price of 20% off Setina MFG MSRP of \$839.00	671.2000	671.20
1.00	GUNM00391 / 7010-3030	GR 3 Universal Dual Gunrack incl 2 Handcuff key barrel locks Fixed contract price for 2016	249.9900	249.99
1.00	PRIS00917 / WK0514ITU12	Window Barrier VS Steel '12-'13 Interceptor SUV PB 2013-05-598 Contract price of 20% off Setina MFG MSRP of \$209.00	167.2000	167.20
1.00	PRIS00992 / DK0100ITU12	Prisoner transport Door panel kit, 2013 Interceptor SUV PB 2013-05-632 Contract price of 20% off Setina MFG MSRP of \$235.00	188.0000	188.00
1.00	PRIS01305 / FE4502RB	LAGUNA INT. SUV PRISONER SEAT W/ READY BUCKLE AND MESH SCREE Contract price of 10% off Laguna MFG MSRP of \$1199.00	1,079.1000	1,079.10

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Year 2016	Make Ford	Model PI-SUV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
1.00	SPEE00478 / CRS826	Directional Golden Eagle II, Dual antenna, KA band, DCM Better than contract price of 10% off Kustom MSRP of \$ 3,565.00	2,993.7500	2,993.75
1.00	MISC90000 / MISC	Watch Guard in car video system Not on contract / Open market price	5,302.0000	5,302.00
1.00	STOR00403 / 225-2375	Two Drawer Box for 2013 Interceptor SUV 37"Wx31"Dx16.5 Tall Better than contract price of 15% off B & B Enterprises MSRP of \$2,595.00	2,099.9900	2,099.99
4.00	ANTE00364 / NMOKHFUDFME*	Twenty-Five (25) Foot Radio Coax Cable Kit with FME Fixed contract price for 2016	19.9900	79.96
4.00	ANTE00056 / NMOCAPB	LARSEN BLACK PLASTIC RAIN CAP FOR NMO MOUNT Fixed contract price for 2016	4.9900	19.96
1.00	PATC00145 / 03-0211	Patrol Power harness for '12-'13 Interceptor SUV Fixed contract price for 2016	499.9900	499.99
		Shop Supplies		100.00
		Shipping and Handling		500.00
40.00	LABO90001 / AEP INSTALL	All Labor Charges	60.0000	2,400.00

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Year 2016	Make Ford	Model PI-SUV	Color	State Contract # Yavapai County Contract # 111201
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Qty. Ord.	Item / Vendor Part Number	Description	Unit Price	Extended Price
		EVT-Certified Technician Labor Fixed labor rate of \$60.00 per hour for 2016		
		Transportation / Delivery, AEP Arizona		250.00

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	18,071.08
	Labor / Services	2,400.00
	Shipping / Misc.	850.00
	Order Discount	0.00
	Subtotal	21,321.08
	Total sales tax	1,562.71
	Total order	22,883.79