



P.O. Box 400
Austin, TX 78767-0400
800.695.2919 | 512.467.0222 | Fax: 800.211.5454
buyboard.com

November 6, 2013

Sent Via E-mail: bswan.cowboyfleet@gmail.com

Robert Swan
Silsbee Ford
1211 US HWY 96 N
Silsbee, TX 77656

Proposal Name & Number: Vehicles/Heavy Duty Trucks, Options/Repairs, Service & Labor #430-13

Congratulations, your company has been successful on the above referenced proposal! This contract will be effective December 1, 2013. The contract documents are those identified in Section 3 of the General Terms and Conditions of the specifications.

To see the items your company has been awarded, please review the proposal tabulation #430-13 on the following web-site: www.vendor.buyboard.com. Only items marked as awarded to your company can be sold through the BuyBoard contract. In addition, on this website you will find the membership list which will provide you with the names of all entities with membership in our purchasing cooperative.

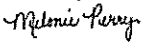
Attached to this letter you will find the following documents:

Vendor Quick Reference Sheet
Electronic Catalog Format Instructions
Vendor Billing Procedures

Receipt of a purchase order directly from a Cooperative member is not within the guidelines of the Cooperative. Accepting orders directly from member entities may result in a violation of the State of Texas competitive bid statute and cancellation of the proposal award therefore all orders must be processed through the Cooperative in order to comply. We request your assistance in immediately forwarding by fax (1-800-211-5454) to the cooperative any orders received directly from member entities. If by chance an order sent directly to you has been unintentionally processed, please fax it to the Cooperative (1-800-211-5454) and note it as **RECORD ONLY** to prevent duplication.

Per proposal specifications, awarded vendors will have 60 days to submit their electronic catalog including pricing. If the electronic data is not provided within 60 days of notice of award, we reserve the right to inactivate any company's award information from the BuyBoard until such time the electronic data is received.

On behalf of the Texas Association of School Boards, we appreciate your interest in the Cooperative and we are looking forward to your participation in the program. If you have any questions, please contact Arturo Salinas at 800-695-2919 ext. 6200.

Sincerely,

Melonie Perry
Bid Administrator



The Local Government Purchasing Cooperative is endorsed by the Texas Association of School Boards, Texas Municipal League, Texas Association of Counties, and the Texas Association of School Administrators.



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PROPOSER'S AGREEMENT AND SIGNATURE

Proposal Name: Vehicles and Heavy Duty
Trucks and Options

Proposal Opening Date and Time:
October 8, 2013 at 3:00 PM

Proposal Number: 430-13

Location of Proposal Opening:
Texas Association of School Boards, Inc.
BuyBoard Department
12007 Research Blvd.
Austin, TX 78759

Contract Time Period: December 1, 2013
through November 30, 2014 with two (2) possible
one-year renewals.

Anticipated Cooperative Board Meeting Date:
November 2013

SILSBEE FORD
Name of Proposing Company

10-3-2013
Date

1211 US HWY. 96 N
Street Address

Robert C. Swan
Signature of Authorized Company Official

SILSBEE, TX 77656-0815
City, State, Zip

ROBERT C. SWAN
Printed Name of Authorized Company Official

409-895-3800
Telephone Number of Authorized Company Official

FLEET DIRECTOR
Position or Title of Authorized Company Official

409-895-3881
Fax Number of Authorized Company Official

76-0533144
Federal ID Number

The proposing company ("you" or "your") hereby acknowledges and agrees as follows:

1. You have carefully examined and understand all Cooperative information and documentation associated with this Proposal Invitation, including the Instructions, General Terms and Conditions, Attachments/Forms, Item Specifications, and Line Items (collectively "Requirements");
2. By your response ("Proposal") to this Proposal Invitation, you propose to supply the products or services submitted at the prices quoted in your Proposal and in strict compliance with the Requirements, unless specific deviations or exceptions are noted in the Proposal;
3. Any and all deviations and exceptions to the Requirements have been noted in your Proposal and no others will be claimed;

N-Hub
Y-rat



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4. If the Cooperative accepts any part of your Proposal and awards you a contract, you will furnish all awarded products or services at the prices quoted and in strict compliance with the Requirements (unless specific exceptions are noted in the Proposal), including without limitation the Requirements related to:
 - a. conducting business with Cooperative members, including offering pricing to members that is the best you offer compared to similar customers;
 - b. payment of a service fee in the amount specified and as provided for in this Proposal Invitation;
 - c. the **possible** award of a piggy-back contract by another governmental entity, in which event you will offer the awarded goods and services in accordance with the Requirements; and
 - d. submitting price sheets or catalogs in the proper format for posting on the BuyBoard as a prerequisite to activation of your contract;
5. You have clearly identified any information in your Proposal that you believe to be confidential or proprietary or that you do not consider to be public information subject to public disclosure under a Texas Public Information Act request or similar public information law;
6. The individual signing this Agreement is duly authorized to enter into the contractual relationship represented by this Proposal Invitation on your behalf and bind you to the Requirements, and such individual (and any individual signing a Form) is authorized and has the requisite knowledge to provide the information and make the representations and certifications required in the Requirements;
7. You have carefully reviewed your Proposal, and certify that all information provided is true, complete and accurate, and you authorize the Cooperative to take such action as it deems appropriate to verify such information; and
8. Any misstatement, falsification, or omission in your Proposal, whenever or however discovered, may disqualify you from consideration for a contract award under this Proposal Invitation or result in termination of an award or any other remedy or action provided for in the General Terms and Conditions or by law.

RWS



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VENDOR PURCHASE ORDER, REQUEST FOR QUOTES, AND INVOICE RECEIPT OPTIONS

Company: SILSBEE FORD General Contact Name: _____

Purchase Orders: Purchase orders from Cooperative members will be available through the Internet or by facsimile.

Option 1: Internet. Vendors need Internet access and at least one e-mail address so that notification of new orders can be sent to the Internet contact when a new purchase order arrives. An information guide will be provided to vendors that choose this option to assist them with retrieving their orders.

Option 2: Fax. Vendors need a designated fax line available at all times to receive purchase orders.

Please choose only one (1) of the following options for receipt of purchase orders and provide the requested information:

☒ I will use the **INTERNET** to receive purchase orders.

E-mail Address: RHYDER.COWBOYFLEET@GMAIL.COM

Internet Contact: RICHARD HYDER Phone: 409-895-3800

Alternate E-mail Address: JRUNNELS.COWBOYFLEET@GMAIL.COM

Alternate Internet Contact: JARROD RUNNELS Phone: 409-895-3800

☐ I will receive purchase orders via **FAX**.

Fax Number: _____

Fax Contact: _____ Phone: _____

Request for Quotes ("RFQ"): Cooperative members will send RFQs to you by e-mail. Please provide e-mail addresses for the receipt of RFQs:

E-mail Address: RHYDER.COWBOYFLEET@GMAIL.COM

Alternate E-mail Address: JRUNNELS.COWBOYFLEET@GMAIL.COM

Invoices: Your company will be billed monthly for the service fee due under a contract awarded under this Proposal Invitation. **All invoices are available on the BuyBoard website and e-mail notifications will be sent when they are ready to be retrieved.** Please provide the following address, contact and e-mail information for receipt of service fee invoices and related communications:

Mailing address: SILSBEE FORD Department: FLEET
1211 US HWY 96 N
City: SILSBEE State: TX Zip Code: 77656-0815

Contact Name: TINA DURBIN Phone: 409-895-3800

Fax: 409-895-3888 E-mail Address: TDURBIN.COWBOYFLEET@GMAIL.COM

Alternative E-mail Address: JRUNNELS.COWBOYFLEET@GMAIL.COM



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FELONY CONVICTION DISCLOSURE AND DEBARMENT CERTIFICATION

FELONY CONVICTION DISCLOSURE

Subsection (a) of Section 44.034 of the Texas Education Code (Notification of Criminal History of Contractor) states: "A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Section 44.034 further states in Subsection (b): "A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

Please check (✓) one of the following:

- ☐ My company is a publicly-held corporation. (Advance notice requirement does not apply to publicly-held corporation.)
☒ My company is not owned or operated by anyone who has been convicted of a felony.
☐ My company is owned/operated by the following individual(s) who has/have been convicted o a felony:

Name of Felon(s): _____

Details of Conviction(s): _____

By signature below, I certify that the above information is true, complete and accurate and that I am authorized by my company to make this certification.

SILSBER FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official

ROBERT C. SWAN

Printed Name

DEBARMENT CERTIFICATION

Neither my company nor an owner or principal of my company has been debarred, suspended or otherwise made ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension," as described in the Federal Register and Rules and Regulations.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

SILSBER FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official

ROBERT C. SWAN

Printed Name



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RESIDENT/NONRESIDENT CERTIFICATION

Chapter 2252, Subchapter A, of the Texas Government Code establishes certain requirements applicable to proposers who are not Texas residents. Under the statute, a "resident" proposer is a person whose principal place of business is in Texas, including a person whose ultimate parent company or majority owner has its principal place of business in Texas. A "nonresident" proposer is a person who is not a Texas resident. Please indicate the status of your company as a "resident" proposer or a "nonresident" proposer under these definitions. Please check (✓) one of the following.

☒ I certify that my company is a **Resident Proposer.**

☐ I certify that my company is a **Nonresident Proposer.**

If your company is a Nonresident Proposer, you must provide the following information for your resident state (the state in which your company's principal place of business is located):

Company Name

Address

City

State

Zip Code

A. Does your resident state require a proposer whose principal place of business is in Texas to under-price proposers whose resident state is the same as yours by a prescribed amount or percentage to receive a comparable contract?

☐ Yes
☐ No

B. What is the prescribed amount or percentage? \$ _____ or _____ %

VENDOR EMPLOYMENT CERTIFICATION

Section 44.031(b) of the Texas Education Code establishes certain criteria that a school district must consider when determining to whom to award a contract. Among the criteria for certain contracts is whether the vendor or the vendor's ultimate parent or majority owner (i) has its principal place of business in Texas; or (ii) employs at least 500 people in Texas.

If neither your company nor the ultimate parent company or majority owner has its principal place of business in Texas, does your company, ultimate parent company, or majority owner employ at least 500 people in Texas? Please check (✓) one of the following.

☐ Yes
☐ No

By signature below, I certify that the information in Sections 1 (*Resident/Nonresident Certification*) and 2 (*Vendor Employment Certification*) above is true, complete and accurate and that I am authorized by my company to make this certification.

SILSBER FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official

ROBERT C. SWAN

Printed Name



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MINORITY/WOMEN-OWNED BUSINESS ENTERPRISE/ HISTORICALLY UNDERUTILIZED BUSINESS CERTIFICATION

A proposer that has been certified as a Minority/Women Business Enterprise (also known as a "Historically Underutilized Business" or "HUB" and all referred to in this form as a "MWBE") is encouraged to indicate its MWBE certification status when responding to this Proposal Invitation. The electronic catalogs will indicate MWBE certifications for vendors that properly indicate and document their MWBE certification on this form.

Please check (✓) all that apply

☐ I certify that my company has been certified as a MWBE in the following categories:

☐ **Minority Owned Business**

☐ **Women Owned Business**

Certificate Number:

N/A

Name of Certifying Agency:

☒ My company has **NOT** been certified as a MWBE.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

SILSBEE FORD
Company Name

Robert C. Swan
Signature of Authorized Company Official

ROBERT C. SWAN
Printed Name



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AFFIRMATION REGARDING CONSTRUCTION RELATED GOODS AND SERVICES

A contract awarded under this Proposal Invitation covers only the specific goods and services awarded by the BuyBoard. As explained in the BuyBoard Construction Related Goods and Services Advisory for Texas Members ("Advisory"), **Texas law prohibits the procurement of architecture or engineering services through a purchasing cooperative. This BuyBoard contract does not include such services. Architecture or engineering services must be procured by a Cooperative member separately, in accordance with the Professional Services Procurement Act (Chapter 2254 of the Texas Government Code) and other applicable law and local policy.**

The Advisory, attached to this Form F, provides an overview of certain legal requirements that are potentially relevant to a Cooperative member's procurement of construction or construction-related goods and services, including those for projects that may involve or require architecture, engineering or independent testing services.

By signature below, the undersigned affirms that Proposer has read and understands the Advisory attached to this Form F and is authorized by Proposer to make this affirmation. If Proposer sells construction-related goods or services to a Cooperative member under a BuyBoard contract awarded under this Proposal Invitation, Proposer will comply with the Advisory and applicable legal requirements, and will make a good faith effort to make its Cooperative clients or potential clients aware of such requirements.

SILSBREE FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official

ROBERT C. SWAN

Printed Name

10-3-2013

Date



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CONSTRUCTION RELATED GOODS AND SERVICES ADVISORY FOR TEXAS MEMBERS

Why make purchases using BuyBoard? Purchasing through a cooperative or "interlocal contract" satisfies the requirement of local governments to seek competitive procurement for the purchase of goods or services. Therefore, you may purchase goods and services from a vendor through BuyBoard without having to conduct your own competitive procurement. If, however, you are procuring construction related services through a BuyBoard Job Order Contract (JOC) or contract for the installation of equipment or materials (e.g., athletic fields and surfaces, kitchen equipment, HVAC, playground equipment, or modular buildings), you may need to procure certain aspects of these services using a separate procurement process outside of the BuyBoard.

What is BuyBoard's Procurement Process? The BuyBoard uses a competitive procurement process to award contracts to vendors for products and services that the BuyBoard determines, based on an evaluation of multiple criteria, represent the best value for its members.

How does BuyBoard award a contract to a vendor? As a condition of being awarded a BuyBoard contract, a vendor is bound by and must agree to comply with all the terms of the BuyBoard's proposal invitation (or specifications), the vendor's proposal response, and any additional contract terms negotiated with the BuyBoard member. Among other things, the vendor must honor the pricing submitted in the vendor's proposal. **THE PRICE YOU PAY FOR THE PRODUCTS AND SERVICES COVERED BY THE BUYBOARD CONTRACT MAY BE LESS THAN THE AWARDED PRICING, BUT CANNOT BE MORE.** Additionally, the vendor must comply with the BuyBoard contract's general terms and conditions, and any additional terms and conditions that apply to the specific contract, as set out in the proposal invitation.

How does a BuyBoard member make purchases through the BuyBoard contract? You utilize the awarded BuyBoard contract by issuing a signed purchase order through the BuyBoard online application to procure the selected products or services. Although BuyBoard must receive a copy of the signed purchase order, BuyBoard does not review or approve the purchase order or other supplemental agreement that you obtain – this is a matter between you and the vendor. If construction-related services are procured through the BuyBoard, additional contracts with professionals and the contractor may be required, depending on the nature and scope of the services. Consult your procurement officer and/or legal advisor for specific advice.

How do I know that my entity has made a purchase through the BuyBoard?

BuyBoard must have a copy of the purchase order in order for the purchase to be considered a BuyBoard procurement. To ensure that your entity has satisfied state law requirements for competitive procurement, make sure that the BuyBoard has your purchase order. Do not rely on the vendor to submit the purchase order on your behalf; it is your responsibility to make sure that the BuyBoard has the signed purchase order. You may log in to www.buyboard.com using your member I.D. and password to view the Purchase Order Status Report to confirm that the purchase order is in the BuyBoard system.



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What should BuyBoard members consider when using BuyBoard for construction-related purchases? While purchasing goods and services through BuyBoard satisfies your legal requirement to competitively procure a good or service, as a general matter you must keep in mind other legal requirements that may relate to the purchase, especially when using BuyBoard for construction-related procurement.

When making construction-related purchases through a BuyBoard contract, BuyBoard members must consider the following:

- **Best value determination.** In compliance with Texas law and any local policy, your entity must first determine that purchasing through an Interlocal contract or purchasing cooperative is the procurement method that will provide best value. This is done by the governing body (e.g., board of trustees, council, commissioners' court, etc.) or can be delegated by the governing body to an individual or committee, with written notice.
- **Products or services not covered by the BuyBoard contract.** The BuyBoard contract covers only the specific products and services awarded by the BuyBoard. If you want to purchase from a BuyBoard vendor products or services that are not covered by the vendor's BuyBoard contract, such as architectural, design, or engineering services, you must procure them separately in accordance with state law and local policy.
- **Architectural or Engineering and Independent Testing services.** If your product includes a construction component that requires architectural or engineering services, you must procure those services separately. **YOU MAY NOT PROCURE ARCHITECTURAL OR ENGINEERING SERVICES THROUGH A BUYBOARD CONTRACT.** Texas law requires architectural and engineering services to be obtained in accordance with the Professional Services Procurement Act (Chapter 2254 of the Texas Government Code) and prohibits them from being procured through a purchasing cooperative.
 - **Architecture.** A new building owned by a political subdivision having construction costs exceeding \$100,000 or an alteration or addition to an existing building having construction costs exceeding \$50,000 must have architectural plans and specifications prepared by an architect.
 - **Engineering.** If the products or services procured through the BuyBoard will involve engineering in which the public health, welfare, or safety is involved, the plans for structural, mechanical, electrical, electronic, fire suppression, geotechnical systems, foundation design, surface water drainage, plumbing and certain roof modifications and associated estimates must be prepared by an engineer, and the engineering construction must be performed under the direct supervision of an engineer. The Engineering Practice Act provides two exceptions to this rule – no engineer is required if (1) the project involves mechanical or electrical engineering and will cost \$8,000 or less, or (2) the project does not require mechanical or electrical engineering and will cost \$20,000 or less.



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- **Independent Testing.** Public entities are required to contract for the testing of construction materials engineering and verification testing services necessary for acceptance of the facility by the entity, independent of the contractor, construction manager, or design-build firm. The procurement of the testing services should be done under the Professional Services Procurement Act, and not under a BuyBoard contract.
- **Written Certification.** Effective 09/01/2013, a local governmental entity purchasing construction-related goods and services through a cooperative in an amount that exceeds \$50,000 must certify in writing that the project does not require the preparation of plans or specifications by an architect or engineer OR that an architect or engineer has prepared the plans or specifications.
- **Bonds.** You must also consider whether the vendor is required to provide a payment or performance bond. A payment bond is required for contracts that exceed \$25,000 to protect subcontractors who supply labor or materials for the project. A performance bond is required for a contract that exceeds \$100,000, to protect the local government if a contractor fails to complete the project. Without payment and performance bonds, if the contractor fails to pay its subcontractors or to complete the project, the public entity that entered the contract can be held responsible for payment claims or costs to complete.
- **Construction Contract.** Even though the procurement of construction or construction-related services may be through the BuyBoard, your construction contract is between your entity and the contractor. The BuyBoard contract's general terms and conditions, standing alone, are not sufficient to document your entity's specific transaction. THEREFORE, YOU SHOULD USE AN APPROPRIATE FORM OF CONSTRUCTION CONTRACT JUST AS YOU WOULD DO IF YOU PROCURED CONSTRUCTION SERVICES INDEPENDENTLY, USING COMPETITIVE SEALED PROPOSALS. The contract must contain provisions required by state law including: performance and payment bonds, requirements for payment of prevailing wages to all construction workers, workers' compensation coverage for all workers and, on projects where contractor employees may have direct contact with students, criminal history record checks. Other provisions which should be considered in the construction contract are retainage, contingency, liquidated damages and dispute resolution, among others. By supplementing the BuyBoard contract with an appropriate form of construction contract, you ensure that your entity's unique interests are addressed and that your entity can enforce the contract directly.
- **Legal advice.** Because of the variety of laws that relate to construction-related purchasing and the potential risk of high exposure, you are well-advised to consult with your entity's legal counsel before procuring construction-related products and services under any procurement method, including a purchasing cooperative.

For more information about BuyBoard, contact us at 800-695-2919.

Issued: June 19, 2013



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DEVIATION AND COMPLIANCE SIGNATURE FORM

If your company intends to deviate from the General Terms and Conditions, Item Specifications or other requirements associated with this Proposal Invitation, you must list all such deviations on this form, and provide complete and detailed information regarding the deviations on this form, an attachment to this form, or elsewhere in your Proposal. (If you do not provide the information on or as an attachment to this form, the information must be clearly identified in your Proposal.) The Cooperative will consider any deviations in its contract award decision, and reserves the right to accept or reject a proposal based upon any submitted deviation.

In the absence of any deviation identified and described in accordance with the above, your company must fully comply with the General Terms and Conditions, Item Specifications and all other requirements associated with this Proposal Invitation if awarded a contract under this Proposal Invitation.

☒ **No;** Deviations

☐ **Yes;** Deviations

List and fully explain any deviations you are submitting:

PLEASE PROVIDE THE FOLLOWING INFORMATION:

1. Shipping Via: ☒ Common Carrier ☐ Company Truck ☐ Other:

2. Payment Terms: ☒ Net 30 days ☐ 1% in 10/Net 30 days ☐ Other:

3. Number of Days for Delivery: 60-90 DAY

4. Vendor Reference/Quote Number: 430-13

5. State your return policy:
25% RESTOCKING FEE DURING 1ST 30 DAYS.

6. Are electronic payments acceptable? ☒ Yes ☐ No

SILSBEE FORD
Company Name

Robert C. Swan
Signature of Authorized Company Official

ROBERT C. SWAN
Printed Name

ret



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DEALERSHIP LISTINGS

If you have more than one location that will service a contract awarded under this Proposal Invitation, please list each location below. If additional sheets are required, please duplicate this form as necessary.

SILSBEE FORD
Company Name

1211 US HWY 96N
Address

SILSBEE TX 77656
City State Zip

409-895-3800 409-895-3881
Phone Number Fax Number

ROBERT C. SWAN
Contact Person

Company Name

Address

City State Zip

Phone Number Fax Number

Contact Person



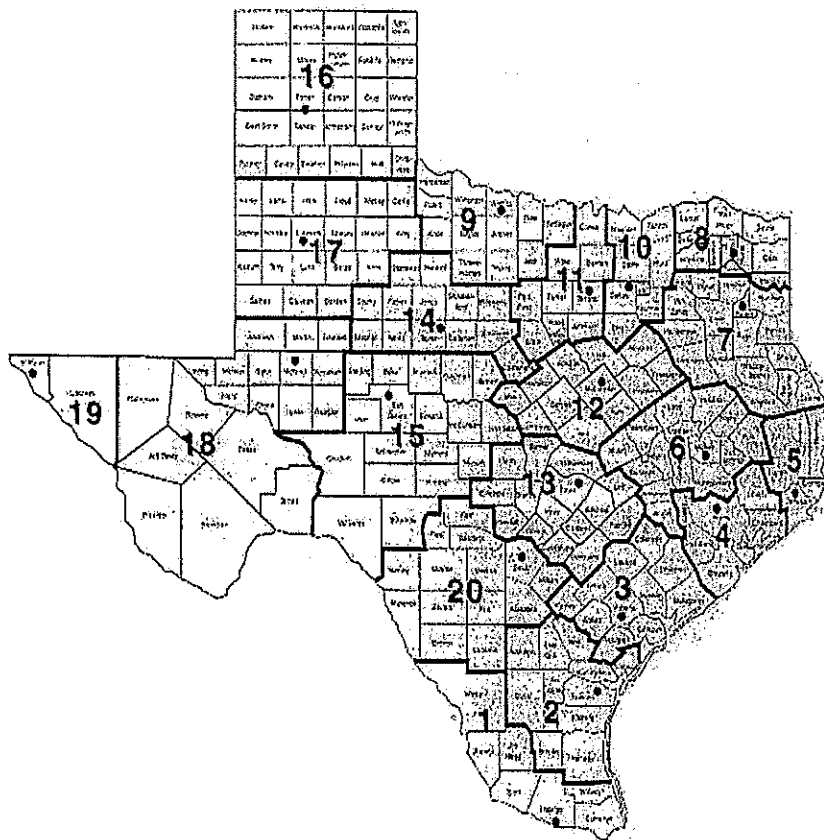
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TEXAS REGIONAL SERVICE DESIGNATION

Unless you designate otherwise on this form, you agree to service members of The Local Government Purchasing Cooperative statewide!

The Cooperative (referred to as "Texas Cooperative" in this Form I and Form J, State Service Designation) offers vendors the opportunity to service its members throughout the entire State of Texas. If you do not plan to service all Texas Cooperative members statewide, you **must** indicate the specific regions you will service on this form. Additionally, if you do not plan to service Texas Cooperative members (i.e., if you will service only states other than Texas), you must so indicate on this form.

Regional Education Service Centers



- ☒ I will service Texas Cooperative members statewide.
- ☐ I will not service Texas Cooperative members statewide. I will only service members in the regions checked below:

Region Headquarters

- | | | |
|--------------------------|----|----------------|
| <input type="checkbox"/> | 1 | Edinburg |
| <input type="checkbox"/> | 2 | Corpus Christi |
| <input type="checkbox"/> | 3 | Victoria |
| <input type="checkbox"/> | 4 | Houston |
| <input type="checkbox"/> | 5 | Beaumont |
| <input type="checkbox"/> | 6 | Huntsville |
| <input type="checkbox"/> | 7 | Kilgore |
| <input type="checkbox"/> | 8 | Mount Pleasant |
| <input type="checkbox"/> | 9 | Wichita Falls |
| <input type="checkbox"/> | 10 | Richardson |
| <input type="checkbox"/> | 11 | Fort Worth |
| <input type="checkbox"/> | 12 | Waco |
| <input type="checkbox"/> | 13 | Austin |
| <input type="checkbox"/> | 14 | Abilene |
| <input type="checkbox"/> | 15 | San Angelo |
| <input type="checkbox"/> | 16 | Amarillo |
| <input type="checkbox"/> | 17 | Lubbock |
| <input type="checkbox"/> | 18 | Midland |
| <input type="checkbox"/> | 19 | El Paso |
| <input type="checkbox"/> | 20 | San Antonio |

SILBER FORD
Company Name

Robert C. Swan
Signature of Authorized Company Official

ROBERT C. SWAN
Printed Name

- ☐ I will not service members of the Texas Cooperative.



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STATE SERVICE DESIGNATION

The Cooperative offers vendors the opportunity to service other governmental entities in the United States, including intergovernmental purchasing cooperatives such as the National Purchasing Cooperative BuyBoard. You must complete this form if you plan to service the entire United States, or will service only the specific states indicated. *(Note: If you plan to service Texas Cooperative members, be sure that you complete Form I, Texas Regional Service Designation.)*

☒ I will service all states in the United States.

☐ I will not service all states in the United States. I will service only the states checked below:

- | | |
|--|---|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Nebraska |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Nevada |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> New Jersey |
| <input type="checkbox"/> California (Public Contract Code 20118 & 20652) | <input type="checkbox"/> New Mexico |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> New York |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> North Carolina |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> North Dakota |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Ohio |
| <input type="checkbox"/> Florida | <input type="checkbox"/> Oklahoma |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> Pennsylvania |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> Rhode Island |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> Texas |
| <input type="checkbox"/> Kentucky | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Maine | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Maryland | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Massachusetts | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Michigan | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Minnesota | <input type="checkbox"/> Wyoming |
| <input type="checkbox"/> Mississippi | |
| <input type="checkbox"/> Missouri | |
| <input type="checkbox"/> Montana | |

This form will be used to ensure that you can service other governmental entities throughout the United States as indicated. Your signature below confirms that you understand your service commitments during the term of a contract awarded under this proposal.

SILSBEE FORD

Company Name

Ronald E. Swan
Signature of Authorized Company Official

ROBERT C. SWAN
Printed Name



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NATIONAL PURCHASING COOPERATIVE VENDOR AWARD AGREEMENT

In accordance with the Terms and Conditions associated with this Proposal Invitation, a contract awarded under this Proposal Invitation may be "piggy-backed" by another governmental entity. The National Purchasing Cooperative is an intergovernmental purchasing cooperative formed by certain school districts outside of Texas to serve its members throughout the United States. If you agree to be considered for a piggy-back award by the National Purchasing Cooperative, you agree to the following terms and agree to serve National Purchasing Cooperative members in the states you have indicated on Form J, State Service Designation, in your Proposal.

By signing this form, Proposer (referred to in this Agreement as "Vendor") agrees as follows:

1. Vendor acknowledges that if The Local Government Purchasing Cooperative ("Texas Cooperative") awards Vendor a contract under this Proposal Invitation ("Underlying Award"), the National Purchasing Cooperative ("National Cooperative") may - but is not required to - "piggy-back" on or re-award all or a portion of that Underlying Award ("Piggy-Back Award"). By signing this National Cooperative Vendor Award Agreement ("Agreement"), Vendor accepts and agrees to be bound by any such Piggy-Back Award as provided for herein.
2. In the event National Cooperative awards Vendor a Piggy-Back Award, the National Cooperative Administrator ("BuyBoard Administrator") will notify Vendor in writing of such Piggy-Back Award, which award shall commence on the effective date stated in the Notice and end on the expiration date of the Underlying Award, subject to annual renewals as authorized in writing by the BuyBoard Administrator. Vendor agrees that no further signature or other action is required of Vendor in order for the Piggy-Back Award and this Agreement to be binding upon Vendor. Vendor further agrees that no interlineations or changes to this Agreement by Vendor will be binding on National Cooperative, unless such changes are agreed to by its BuyBoard Administrator in writing.
3. Vendor agrees that it shall offer its goods and services to National Cooperative members at the same unit pricing and same general terms and conditions, subject to applicable state laws in the state of purchase, as required by the Underlying Award. However, nothing in this Agreement prevents Vendor from offering National Cooperative members better (i.e., lower) competitive pricing and more favorable terms and conditions than those in the Underlying Award.
4. Vendor hereby agrees and confirms that it will serve those states it has designated on Form J (State Service Designation Form) of this Proposal Invitation. Any changes to the states designated on Form J must be approved in writing by the BuyBoard Administrator.
5. Vendor agrees to pay National Cooperative the service fee provided for in the Underlying Award based on the amount of purchases generated from National Cooperative members through the Piggy-Back Award. Vendor shall remit payment to National Cooperative on such schedule as it specifies (which shall not be more often than monthly). Further, upon request, Vendor shall provide National Cooperative with copies of all purchase orders generated from National Cooperative members for purposes of reviewing and verifying purchase activity. Vendor further agrees that National Cooperative shall have the right, upon reasonable written notice, to review Vendor's records pertaining to purchases made by National Cooperative members in order to verify the accuracy of service fees.



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6. Vendor agrees that the Underlying Award, including its General Terms and Conditions, are adopted by reference to the fullest extent such provisions can reasonably apply to the post-proposal/contract award phase. The rights and responsibilities that would ordinarily inure to the Texas Cooperative pursuant to the Underlying Award shall inure to National Cooperative; and, conversely, the rights and responsibilities that would ordinarily inure to Vendor in the Underlying Award shall inure to Vendor in this Agreement. Vendor recognizes and agrees that Vendor and National Cooperative are the only parties to this Agreement, and that nothing in this Agreement has application to other third parties, including the Texas Cooperative. In the event of conflict between this Agreement and the terms of the Underlying Award, the terms of this Agreement shall control, and then only to the extent necessary to reconcile the conflict.

7. This Agreement shall be governed and construed in accordance with the laws of the State of Rhode Island and venue for any dispute shall lie in the federal district court of Alexandria, Virginia.

8. Vendor acknowledges and agrees that the award of a Piggy-Back Award is within the sole discretion of National Cooperative, and that this Agreement does not take effect unless and until National Cooperative awards Vendor a Piggy-Back Award and the BuyBoard Administrator notifies Vendor in writing of such Piggy-Back Award as provided for herein.

WHEREFORE, by signing below Vendor agrees to the foregoing and warrants that it has the authority to enter into this Agreement.

SILSBEE FORD
Name of Vendor

430-13
Proposal Invitation Number

Robert C. Swan
Signature of Authorized Company Official

ROBERT C. SWAN
Printed Name of Authorized Company Official

10-3-2013
Date



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FEDERAL AND STATE/PURCHASING COOPERATIVE DISCOUNT COMPARISON FORM

The Cooperative strives to provide its members with the best services and products at the best prices available. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with prices/discounts you offer federal and state entities and other interlocal purchasing cooperatives (collectively referred to as "purchasing cooperative" in this form). Please respond to the following questions.

1. Provide the dollar value of sales to or through purchasing cooperatives at or based on an established catalog or market price during the previous 12-month period or the last fiscal year: \$ 55,000,000.00 (The period of the 12 month period is OCT 1, 2012, OCT 1, 2013). In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).

2. Based on your written discounting policies are the discounts you offer the Cooperative equal to or better than the best price you offer other purchasing cooperatives acquiring the same items regardless of quantity or terms and conditions?

YES ☒ NO ☐

3. Based on your written discounting policies, provide the information requested below for other purchasing cooperatives, either in the chart below or in an equivalent format. Rows should be added to accommodate as many purchasing cooperatives as required.

PHILIPP FLERT - ALL MEMBERS TO SILSBEE

PURCHASING GROUP	DISCOUNT (%)	QUANTITY/VOLUME	FOB TERM
1. Federal-General-Services-Adm. <u>Buy - BOARD</u>	<u>6%</u>	<u>FORD 1609 TOYOTA 60</u>	<u>INCLUDED</u>
2. T-PASS	<u>5%</u>	<u>FORD 381 TOYOTA 9</u>	<u>INCLUDED</u>
3. U.S. Communities Purchasing Alliance	<u>—</u>		
4. The Cooperative Purchasing Network	<u>—</u>		
5. Houston-Galveston Area Council	<u>6%</u>	<u>FORD 444 TOYOTA 12</u>	<u>1.75 PER MILE</u>
6. Other <u>TARRANT COUNTY</u>	<u>5%</u>	<u>FORD 130 TOYOTA 5</u>	<u>1.75 PER MILE</u>

☐ MY COMPANY DOES NOT CURRENTLY HAVE ANY OF THE ABOVE OR SIMILAR TYPE CONTRACTS.

CURRENT BUYBOARD VENDORS

If you are a current BuyBoard vendor, indicate the discount for your current BuyBoard contract and the proposed discount in this Proposal. Explain any difference between your current and proposed discounts.

Current Discount (%): _____ Proposed Discount (%): 6%

Explanation: SILSBEE FORD, SILSBEE TOYOTA HAVE NEW CONTRACTS WITH T-PASS AND HGAC.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

SILSBEE FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official
FORM L

ROBERT C. SWAN
Printed Name



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REFERENCES AND PRICE/DISCOUNT INFORMATION

PART I: For your Proposal to be considered, you must supply a minimum of five (5) individual governmental entity references. Provide the information requested below, including the existing price/discounts you offer each customer. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with the prices/discounts you offer other governmental customers. Attach additional pages if necessary.

Entity Name	Contact	Phone#	Discount	Quantity/ Volume	FOB Term
1. HARRIS COUNTY	SYD SEXTON	713-755-5362			
2. C/O HOUSTON	LARRY BENKA	832-393-6911			
3. JEFFERSON COUNTY	TAMARA INBORDEN	409-835-8593			
4. SABINE RIVER AUTHORITY OF TEXAS	KEITH HOBAN	409-746-2192			
5. C/O AUSTIN	WILL O'CONNOR	512-978-2644			

Do you ever modify your written policies or standard governmental sales practices as identified in the above chart to give better discounts (lower prices) than indicated? YES ☐ NO ☒ If YES, please explain: _____

PART II: For your Proposal to be considered, you must submit the Marketing Strategy you will use if the Cooperative accepts all or part of your Proposal. (Example: How you will initially inform Cooperative members of your BuyBoard contract, and how you will continue to support the BuyBoard for the duration of the contract period.) Attach additional pages if necessary.

By signature below, I certify that the above is true and correct and that I am authorized by my company to make this certification.

SILSBEE FORD

Company Name

Robert C. Swan

Signature of Authorized Company Official

ROBERT C. SWAN

Printed Name



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 1

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

The detailed specifications for Chrysler, Dodge, and Jeep vehicles have been revised to include updated models and a special service truck.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY 96 N, SILSBEE, TX

Signature of Authorized
Company Official: Ronald Swartz Title: FLEET DIRECTOR

Telephone Number: 409-895-3800 Date: 10-3-2013

PR



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 2

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

Item No. 340-351 Mitsubishi Trucks has been added to Proposal No. 430-13 please see proposal form.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY 96 N, SILSBEE, TX

Signature of Authorized
Company Official: Rhonda Swan Title: FLEET DIRECTOR

Telephone Number: 409-895-3800 Date: 10-3-2013

RS



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 3

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

Item No. 352-375 Kenworth Trucks have been added to Proposal No. 430-13 please see proposal form.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY 96 N, SILSBEE, TX

Signature of Authorized
Company Official: Robert B. Swann Title: FLEET DIRECTOR

Telephone Number: 409-895-3800 Date: 10-3-2013

RAD



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 4

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

The detailed specifications for Chrysler, Dodge, and Jeep vehicles have been revised to include **Item No. 61A-61D and 65A**. These items have been added to Proposal No. 430-13. Please see the proposal form.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY 96N, SILSBEE, TX

Signature of Authorized
Company Official: Ronald Swan Title: FLEET DIRECTOR

Telephone Number: 409-895-3800 Date: 10-3-2013

RAS



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 5

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

The detailed specifications for **Ford** vehicles have been revised to include **Item No. 117A and 118A**. These items have been added to Proposal No. 430-13.

The detailed specifications for **Western Star** trucks have been revised to include **Item No. 332A and 332B**. These items have been added to Proposal No. 430-13. Please see the proposal form.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY. 96 N, SILSBEE, TX.

Signature of Authorized
Company Official: Robert Swan Title: FLEET DIRECTOR

Telephone Number: 409-895-3800 Date: 10-3-2013

RS



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**VEHICLES, HEAVY DUTY TRUCKS AND OPTIONS/
REPAIR PARTS AND SERVICE LABOR
PROPOSAL NO. 430-13**

ADDENDUM NO. 6

The following information becomes a permanent part of the Proposal Invitation document:

PROPOSAL FORM:

Item No. 376-388 Caterpillar Trucks have been added to Proposal No. 430-13 please see proposal form.

Please sign and return one copy of the addendum with proposal as verification of receipt and compliance with addendum information.

Company Name: SILSBEE FORD

Address: 1211 US HWY 96N, SILSBEE, TX

Signature of Authorized
Company Official: Ronald J. Jwan Title: Plant Director

Telephone Number: 409-695-3800 Date: 10-3-2013

RS



Craig Fetty
Government Account Manager
Ford Motor Company

4500 Williams Drive
Suite 212-PMB 106
Georgetown, TX 78633

October 3, 2013

Arturo Salinas
Buyboard – Procurement Director
12007 Research Blvd.
Austin, TX 78759

Subject: Manufacturer's letter, Sealed Proposal No. 430-13 – Vehicles and Heavy Duty Trucks and Options

Mr. Salinas:

As required in subject proposal, the following listed Ford franchised dealerships are authorized to sell and service Ford branded vehicles within the United States of America as follows:

Chastang Ford – Trucks (including Cab & Chassis), Vans, SUV's, and Medium Duty Truck
Grande Truck Center – Trucks (including Cab & Chassis), Vans, SUV's, and Medium Duty Truck (F650 & F750)
Griffith Ford of Seguin, LLC – All Ford product, excluding C-Max Energy
Leif Johnson Ford II, LTD – Full line Ford product
Rockdale Country Ford - Full line Ford, excluding Medium Duty Truck (F650 & F750)
Caldwell Country Ford - Full line Ford, excluding Medium Duty Truck (F650 & F750)
Sam Pack's Five Star Ford, LTD – Full line Ford
Silsbee Ford - Full line Ford

If you have any questions please contact me at 303-522-5753 or email at cfetty@ford.com. Thank you for choosing Ford Motor Company products.

Sincerely,

Craig Fetty
cfetty@ford.com
303-522-5753

Control No. 205815

FRANCHISED MOTOR VEHICLE DEALER

FRANCHISE NO: CL19260

GENERAL DISTINGUISHING NO: P34381

Motor Vehicle Dealer

EXPIRES: 01/31/2015
PHYSICAL LOCATION:
1211 US HIGHWAY 96 N
SILSBEE, TX 77656-7190

Texas Department
of Motor Vehicles
MOTOR VEHICLE DIVISION

SILSBEE FORD INC.
PO BOX 815

SILSBEE, TX 77656-0815

THIS DEALERSHIP IS LICENSED TO ONLY SELL THE FOLLOWING LINE(S) OF NEW MOTOR VEHICLES:

MERCURY AND FORD AA

ADDITIONAL LOCATION(S): For used vehicle sales only

HAVING SATISFIED THE APPLICABLE REQUIREMENTS OF CHAPTER 2301 OF THE TEXAS OCCUPATIONS CODE, CHAPTER 503 OF THE TEXAS
TRANSPORTATION CODE, AND THE RULES OF THE BOARD, THE PERSON NAMED ABOVE IS HEREBY LICENSED WITH THE TEXAS
DEPARTMENT OF MOTOR VEHICLES, MOTOR VEHICLE DIVISION.

Bill Harbeson

Bill Harbeson, Interim Director
Texas Department of Motor Vehicles
Motor Vehicle Division

WARNING: PENAL CODE SECTION 37.10, PROVIDES THAT TAMPERING WITH A GOVERNMENTAL RECORD IS AN OFFENSE
PUNISHABLE AS A SECOND-DEGREE FELONY.



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FORMS CHECKLIST

(Please check (✓) the following)

- ☒ Completed: **Proposer's Agreement and Signature** (Form A)
- ☒ Completed: **Vendor Purchase Order, Request for Quotes, and Invoice Receipt Options** (Form B)
- ☒ Completed: **Felony Conviction Disclosure and Debarment Certification** (Form C)
- ☒ Completed: **Resident/Nonresident Certification** (Form D)
- ☒ Completed: **Historically Underutilized Business (HUB) Certification** (Form E)
- ☒ Completed: **Affirmation Regarding Construction Related Goods and Services** (Form F)
- ☒ Completed: **Deviation/Compliance Signature Form** (Form G)
- ☒ Completed: **Dealership Listings** (Form H)
- ☒ Completed: **Texas Regional Service Designation** (Form I)
- ☒ Completed: **State Service Designation** (Form J)
- ☒ Completed: **National Purchasing Cooperative Vendor Award Agreement** (Form K)
- ☒ Completed: **Federal and State/Purchasing Cooperative Discount Comparison Form** (Form L)
- ☒ Completed: **References and Price Discount Information** (Form M)
- ☒ Completed: **Forms Checklist** (Form N)
- ☒ Completed: **Proposal Specifications with Catalogs/Pricelists and Manufacturer Letters**
Catalogs/Pricelists must be submitted with proposal response or response will not be considered.



Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

*ALL COLUMNS MUST BE COMPLETED OR PROPOSAL WILL NOT BE CONSIDERED

Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
			Ford Model Vehicles			
NOTE: Vendors should propose direct replacement models if a vehicle/truck model specified below has been discontinued by the manufacturer. All vehicle fees to be charged for any purchase from this contract with the exception of delivery fees (<i>i.e. pre deliver inspection, make ready, State of Texas inspection, manufacturer destination fees, etc.</i>) are to be included in the base price(s). Vehicle fees not included in the base price(s) will not be allowed. The Cooperative service fee is not a "vehicle fee" and is not to be included in the base pricing.						
93	Ford Taurus SE (P2D)	Full Size Sedan	Taurus SE Sedan (P2D) -- Taurus SE Trim Package, 3.5L V6 engine, complete with all manufacturer's standard equipment	\$ <u>16,442.⁰⁰</u>	FORD TAURUS SE P2D	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
94	Ford Fusion S (P0G)	Mid Size Sedan	Fusion S Sedan (P0G) -- Fusion S Trim Package, 2.5L I4 engine, complete with all manufacturer's standard equipment	\$ <u>14,641.⁰⁰</u>	FORD FUSION S P0G	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
95	Ford Fusion S Hybrid (POU)	Mid Size Sedan	Fusion Hybrid S Sedan (POU) -- Fusion S Trim Package, 2.0L I4 engine, complete with all manufacturer's standard equipment	\$ <u>21,953.⁰⁰</u>	FORD FUSION HYBRID POU	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
96	Ford Fiesta S (P4A)	Compact Sedan	Fiesta S Sedan (P4A) -- Fiesta S trim package; 1.6L I4 engine, complete with all manufacturer's standard equipment	\$ <u>11,411.⁰⁰</u>	FORD FIESTA P4A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

PROPOSAL NOTE:

1. *All columns must be completed or response will not be considered.

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

*ALL COLUMNS MUST BE COMPLETED OR PROPOSAL WILL NOT BE CONSIDERED

Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
97	Ford Mustang (P8A)	Coupe	Ford Mustang V6 (P8A) -- Two door, 3.7L V6 engine, complete with all manufacturer's standard equipment	\$ <u>17,971.22</u>	FORD MUSTANG P8A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
98	Ford Focus S (P3E)	Compact Sedan	Focus S Sedan (P3E) -- Focus S Trim Package, 2.0L I4, complete with all manufacturer's standard equipment	\$ <u>11,711.00</u>	FORD FOCUS S SEDAN P3E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
99	Ford C-Max Hybrid (P5A)	Compact Sedan	C-Max Hybrid Sedan (C-Max P5A) -- Hybrid, 5 door, 2.0L I4 engine, complete with all manufacturer's standard equipment	\$ <u>21,022.00</u>	FORD C-MAX HYBRID C-MAX P5A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
100	Ford C-Max Energi (P5C)	Compact Sedan	C-Max Energi Sedan (C-Max P5C) -- Plug in hybrid, 5 door, 2.0L I4 engine, complete with all manufacturer's standard equipment	\$ <u>28,027.00</u>	FORD C-MAX ENERGI SEDAN C-MAX P5C	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
101	Ford Police Interceptor AWD (P2M)	Law Enforcement Sedan AWD	Police Inceptor Sedan (P2M) -- AWD, Four door, 3.7L V6 engine complete with all manufacturer's standard equipment	\$ <u>20,842.00</u>	FORD AWD POLICE INTERCEPTOR P2M	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
102	Ford Police Interceptor Sport Utility AWD (K8A)	Law Enforcement Sport Utility AWD	Police Inceptor Sport Utility (K8A) -- AWD, 3.7L V6 engine complete with all manufacturer's standard equipment	\$ <u>23,131.00</u>	FORD AWD POLICE INTERCEPTOR SUV K8A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

PROPOSAL NOTE:

1. *All columns must be completed or response will not be considered.

Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

*ALL COLUMNS MUST BE COMPLETED OR PROPOSAL WILL NOT BE CONSIDERED

Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
103	Ford Expedition Special Services Package (U1F-102A)	Law Enforcement Sport Utility, Full Size	Expedition SSV Utility (U1F-102A) -- 5.4L V8 engine, complete with all manufacturer's standard equipment	\$ <u>23,523.00</u>	FORD EXPEDITION SSV U1F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
104	Ford Explorer (K7B)	Sport Utility	Explorer Base Sport Utility (K7B) -- Explorer base package; 3.5L V6 engine, complete with all manufacturer's standard equipment	\$ <u>22,313.00</u>	FORD EXPLORER UTILITY K7B	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
105	Ford Expedition XL (U1F-100A)	Sport Utility	Expedition XL Sport Utility (U1F-100A) -- Expedition XL Trim Package, 5.4L V8 engine, complete with all manufacturer's standard equipment	\$ <u>25,597.00</u>	FORD EXPEDITION XL Sport U1F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
106	Ford Expedition XL Extended Length (K1F-100A)	Sport Utility, Extended Length	Expedition EL Sport Utility (K1F-100A) -- Expedition XL Extended length trim package, 5.4L V8 engine, complete with all manufacturer's standard equipment	\$ <u>28,641.00</u>	FORD EXPEDITION EL K1F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

PROPOSAL NOTE:

1. *All columns must be completed or response will not be considered.

RS

Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

*ALL COLUMNS MUST BE COMPLETED OR PROPOSAL WILL NOT BE CONSIDERED

Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
107	Ford Expedition Special Services Package Extended Length (K1F-102A)	Law Enforcement Sport Utility, Extended Length	Expedition SSV Extended Length Utility (K1F-102A) -- Expedition SSV Extended length trim package, 5.4L V8 engine, complete with all manufacturer's standard equipment	\$ <u>26,125.⁰⁰</u>	FORD EXPEDITION SSV EXTENDED K1F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
108	Ford Escape S (U0F)	Sport Utility	Escape Sport Utility (U0F) -- Escape S Trim Package, 2.5L I4 engine, complete with all manufacturer's standard equipment	\$ <u>17,217.⁰⁰</u>	FORD ESCAPE SPORT U0F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
109	Ford Edge SE (K3G)	Crossover Sport Utility	Edge Crossover Sport Utility (K3G) -- Edge SE Trim Package, four door, 3.5L V6 engine, complete with all manufacturer's standard equipment	\$ <u>21,345.⁰⁰</u>	FORD EDGE CROSSOVER K3G	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
110	Ford Flex (K5B)	Crossover Sport Utility	Flex Crossover (K5B) -- Four door, 3.5L V6, complete with all manufacturer's standard equipment	\$ <u>21,765.⁰⁰</u>	FORD FLEX CROSSOVER K5B	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
111	Ford F150, Regular Cab (F1C)	Full Size Pickup	F-150 Pickup, Regular Cab (F1C) -- F-150, 1/2 ton, regular cab, 4x2, 6.5' Bed, 3.7L V6, complete with all manufacturer's standard equipment	\$ <u>13,858.⁰⁰</u>	FORD F150 REG. F1C	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

PROPOSAL NOTE:

1. *All columns must be completed or response will not be considered.

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

*ALL COLUMNS MUST BE COMPLETED OR PROPOSAL WILL NOT BE CONSIDERED

Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
112	Ford F150, Regular Cab, CNG/LPG	Full Size Pickup	F-150 Pickup, Regular Cab -- F-150, CNG/LPG, 1/2 ton, regular cab, 4x2, 6.5' Bed, 3.7L V6, complete with all manufacturer's standard equipment	\$ <u>14,086.⁰⁰</u>	FORD F150 W/ALT. FUEL PREP FIC	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
113	Ford F250, Regular Cab (F2A)	Full Size Pickup	F-250 Pickup, Regular Cab (F2A) -- F-250, 3/4 ton, regular cab, 4x2, 8' Bed, 6.2L V8 engine, automatic transmission, complete with all manufacturer's standard equipment	\$ <u>16,513.⁰⁰</u>	FORD F250 REG CAB. F2A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
114	Ford F350 SRW, Regular Cab (F3A)	Full Size Pickup	F-350 Pickup, Regular Cab (F3A) -- F-350, 1 ton, Regular Cab, 4x2 SRW, 8' Bed, 6.2L V8 engine, automatic transmission, complete with all manufacturer's standard equipment	\$ <u>17,707.⁰⁰</u>	FORD F350 PW F3A	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
115	Ford F350 SRW, Chassis Cab (F3E)	Chassis Cab	F-350 Chassis Cab (F3E) -- F-350, Regular Cab Chassis, SRW, 6.2L V8 engine, automatic transmission, 141" wheelbase, 10,200lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>18,818.⁰⁰</u>	FORD F350 SRW CHASSIS F3E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
116	Ford F450 DRW, Chassis Cab (F4G)	Chassis Cab	F-450 Chassis Cab (F4G) -- F-450, Regular Cab Chassis, DRW, 6.8L V10 engine, automatic transmission, 141" wheelbase, 16,500lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>24,896.⁰⁰</u>	FORD F450 DRW CHASSIS F4G	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
117	Ford F550 DRW, Chassis Cab (F5G)	Chassis Cab	F-550 Chassis Cab (F5G) -- F-550, Regular Cab Chassis, DRW, 6.8L V10, automatic transmission, 141" wheelbase, 18,000lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>25,390.⁰⁰</u>	FORD F550 DRW CHASSIS F5G	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

PROPOSAL NOTE:

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

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Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
117A	Ford F550 DRW, Stripped Chassis (F5K)	Stripped Chassis	F-550 Stripped Chassis (F5K) -- F-550, Stripped Chassis, DRW, 6.8L V10 gas engine, automatic transmission, 19,000lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>19,269.⁰⁰</u>	FORD F550 STRIPPED CHASSIS F5K	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
118	Ford F650 DRW, Chassis Cab (F6G)	Chassis Cab	F-650 Chassis Cab (F6G) -- F-650, Regular Cab Chassis, DRW, 6.7L Cummins engine, 134" wheelbase, 22,000lbs Minimum GVWR, complete with all manufacturer's standard equipment	\$ <u>44,844.⁰⁰</u>	FORD F650 C/CAB F6G	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
118A	Ford F650 DRW, Chassis Cab (F6H)	Chassis Cab	F-650 Chassis Cab (F6H) -- F-650, Regular Cab Chassis, DRW, 6.8L gas engine, 158" wheelbase, 26,000lbs Minimum GVWR, complete with all manufacturer's standard equipment	\$ <u>37,374.⁰⁰</u>	FORD F650 GAS C/C F6H	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
119	Ford F750 DRW, Chassis Cab (F7F)	Chassis Cab	F-750 Chassis Cab (F7F) -- F-750, Regular Cab Chassis, DRW, 6.7L Cummins engine, 146" wheelbase, 30,000lbs Minimum GVWR, complete with all manufacturer's standard equipment	\$ <u>45,276.⁰⁰</u>	FORD F750 C/C F7F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
120	Ford Transit Connect Wagon (S9E)	Wagon	Transit Connect Wagon (S9E) -- Transit Connect Wagon, 2.5L I4 engine, complete with all manufacturer's standard equipment	\$ <u>19,191.⁰⁰</u>	TRANSIT CONNECT WAGON S9E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
121	Ford Transit Connect Van (S6E)	Cargo Van	Transit Connect Cargo Van (S6E) -- Transit Connect Van, 2.5L I4 engine, complete with all manufacturer's standard equipment	\$ <u>17,271.⁰⁰</u>	TRANSIT CARGO VAN S6E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

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Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
122	Ford E-150, Passenger Van (E1B)	Passenger Van	E-150 Econoline Passenger Van (E1B) -- E-150 Van, Seating for 8, 4.6L V8 engine, 8600lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>16,961.⁰⁰</u>	FORD E150 PASS. E1B	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
123	Ford E-350, Super Duty Passenger Van (E3B)	Passenger Van	E-350 Econoline Super Duty Passenger Van (E3B) -- E-350 Van, Seating for 12, 4.6L V8 engine, 8700lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>19,421.⁰⁰</u>	FORD E350 12PASS E3B	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
124	Ford E-350, Super Duty Extended Passenger Van (S3B)	Passenger Van	E-350 Econoline Super Duty Extended Passenger Van (S3B) -- E-350 Van, Seating for 15, 5.4L V8 engine, 9100lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>21,821</u>	FORD E350 EXT 15PASS S3B	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
125	Ford E-150, Cargo Van (E1E)	Cargo Van	E-150 Econoline Cargo Van (E1E) -- E-150 Van, 4.6L V8 engine, 8600lbs GVWR, 138" wheelbase, complete with all manufacturer's standard equipment	\$ <u>15,015.⁰⁰</u>	FORD E150 CARGO VAN E1E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
126	Ford E-250, Super Duty Cargo Van (E2E)	Cargo Van	E-250 Econoline Super Duty Cargo Van (E2E) -- E-250 Super Duty Van, 4.6L V8 engine, 9000lbs GVWR, 138" wheelbase, complete with all manufacturer's standard equipment	\$ <u>15,876.⁰⁰</u>	FORD E250 SUPER CARGO E2E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

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Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
127	Ford E-350, Super Duty Cargo Van (E3E)	Cargo Van	E-350 Econoline Super Duty Cargo Van (E3E) -- E-350 Super Duty Van, 5.4L V8 engine, 9500lbs GVWR, 138" wheelbase, complete with all manufacturer's standard equipment	\$ <u>18,348.⁰⁰</u>	FORD E350 SUPER CARGO E3E	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
128	Ford E-350 SRW, Cutaway (E3F)	Cutaway Chassis	E-350 Cutaway Van Chassis (E3F) -- 5.4L V8 engine, SRW, 138" wheelbase, 9600lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>16,567.⁰⁰</u>	FORD E350 CUTAWAY SRW E3F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
129	Ford E-350 DRW, Cutaway	Cutaway Chassis	E-350 Cutaway Van Chassis -- 5.4L V8 engine, DRW, 138" wheelbase, 9600lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>16,961.⁰⁰</u>	FORD E350 CUTAWAY DRW E3F	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
130	Ford E-450 DRW, Cutaway (E4F)	Cutaway Chassis	E-450 Cutaway Chassis (E4F) -- 5.4L V8, DRW, 158" wheelbase, 14,050lbs GVWR, complete with all manufacturer's standard equipment	\$ <u>18,019.⁰⁰</u>	FORD E450 CUTAWAY	Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

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Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
OPTIONAL EQUIPMENT- The majority of optional equipment is not listed since options will be selected at time of order. A COMPLETE LIST OF ALL OPTIONAL EQUIPMENT MUST BE SUBMITTED WITH PROPOSAL FOR PROPOSAL TO BE CONSIDERED!!				Discount (%)		
131	Options	Discount (%) Off Optional Equipment	Discount (%) Off for all Optional Equipment	<u>6</u> %		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
132	Program Vehicles	Discount (%) Off Program Vehicles (Lease and/or Pre-Owned)	Discount (%) Off for all Program Vehicles (Lease and/or Pre-Owned)	<u>3</u> %		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
133	Third Party (not OEM) Options	Discount (%) Off Third Party (not OEM) Options	Discount (%) Off Third Party (not OEM) Options	<u>10</u> %		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
134	Parts	Discount (%) Off Parts	Discount (%) Off Parts	<u>3</u> %		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
135	Extended Warranty	Discount (%) Off Extended Service Maintenance Agreements	Discount (%) Off Extended Service Maintenance Agreements	<u>10</u> %		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

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Proposal Invitation No. 430-13-Vehicles and Heavy Duty Trucks and Options

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Item No.	Specified Brand or Equal	Short Description	Full Description	Delivered Price	Brand and Model	Options
DELIVERY FEES AND LABOR RATE FOR REPAIR/SERVICE OF VEHICLES						
136	Repair Labor	Hourly Labor Rate for: Repair/Service of Vehicle	Hourly Labor Rate for Repair/Service of Vehicle -- State the hourly labor rate for repair/service of Vehicle	\$ <u>70.00</u>		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)
137	Delivery Fees	Per Mile Delivery Fee for Vehicles	Per Mile Delivery Fee for Vehicles -- State the per mile delivery fee for Vehicles	\$ <u>1.75</u> /mile		Attached separate sheet with upgrade options to include all manufacturer options including alternative fuel choice equipment (CNG, LPG, Hybrid, etc.)

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