

**Meeting Date:** 4/30/2013

**Report Type:** Consent

**Report ID:** 2013-00315



**Title: Cooperative Purchase Agreement: Ford Vehicles for Fire and Police Departments**

**Location:** Citywide

**Issue:** The purchase of budgeted replacement vehicles for the Fire and Police Departments for ongoing operations has been requested.

**Recommendation:** Pass a Motion: 1) approving the use of the National Joint Powers Alliance (NJPA) cooperative purchase agreement with the National Auto Fleet Group (Contract No. 102811) for the purchase of seven replacement pickup trucks in an amount not to exceed \$224,759 and 2) authorizing the City Manager or the City Manager's designee to execute the purchase specified above.

**Contact:** Keith Leech, Fleet Manager, (916) 808-5869

**Presenter:** None

**Department:** General Services

**Division:** Fleet Management Admin

**Dept ID:** 13001311

**Attachments:**

1-Description/Analysis

2-Contract

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**City Attorney Review**

Approved as to Form  
Kourtney Burdick  
4/22/2013 3:56:54 PM

**City Treasurer Review**

Reviewed for Impact on Cash and Debt  
John Colville  
4/18/2013 10:25:33 AM

**Approvals/Acknowledgements**

Department Director or Designee: Reina Schwartz - 4/18/2013 4:11:09 PM



## Description/Analysis

**Issue Detail:** The Department of General Services, Fleet Management Division, has a customer requirement to purchase replacement vehicles for the Fire and Police Departments for ongoing operations.

**Policy Considerations:** The recommendations in this report are in accordance with City Code Chapter 3.56 regarding the use of cooperative purchase agreements and Resolution No. 2010-346 prohibiting the City from entering into any contract to purchase goods or services from any business or entity headquartered in Arizona.

**Economic Impacts:** None

### Environmental Considerations:

**California Environmental Quality Act (CEQA):** No environmental review is necessary because the recommendations in this report involve the purchase of vehicles and are not considered to be a project in accordance with Section 15378(b)(2) of the CEQA Guidelines.

**Sustainability:** The recommended purchases are consistent with the Fleet Sustainability Policy adopted by City Council on February 16, 2010 (Resolution No. 2010-083).

**Commission/Committee Action:** None

**Rationale for Recommendation:** The Department of General Services, Fleet Management Division, has customer requirements to purchase budgeted replacement vehicles. Fleet Management has determined that the recommended cooperative purchase agreement offers the most advantageous purchasing strategy because it offers better pricing than local Ford dealers could offer in a new bid.

In an ongoing effort to maximize cost savings and staff resources, many government agencies share contracting efforts through cooperative purchasing. This procurement approach increases pricing competitiveness and lowers operating costs through volume buying. When comparing the administrative costs of procurement, staff considers product research, source selection, specifications, advertising, staff reports, awarding, protest, and administration of the contract. It is often more cost-effective to eliminate the cost and time spent on these administrative processes and purchase items and services through a cooperative purchasing program.

The City has used both regional and national cooperative purchase agreements to complement its own contracting initiatives. Cooperative purchasing enables City departments to evaluate a broader range of contracting opportunities and to share resources with other jurisdictions. Cooperative purchasing also leverages internal and external resources to maximize cost savings opportunities for the City.

**Financial Considerations:** The recommended contract will be used to purchase vehicles for replacement in FY2012/13. These purchases will be made with lease financing approved by City Council on September 27, 2012 (Resolution No. 2012-333). Lease payments will be made from the Fire Department and Police Department operating budgets (General Fund, Fund 1001). Resolution 2012-333 authorized the City Manager to amend the operating budgets to reflect this lease financing. The lease terms are provided below:

Lease Financing Amount	\$2,818,210
Lease Term	5.5 years
Interest Rate	1.1745%
Annual Debt Service	\$582,007

More detailed information about these purchases is provided in the following table:

Customer Dept.	Fund Name	Fund No.	Vehicle	Quantity	Price (\$)
Fire	General Fund	1001	F150 Crew Cab	3	96,338
Fire	General Fund	1001	F150 Crew Cab Ecoboost	1	33,080
Fire	General Fund	1001	F150 Super Cab	2	58,627
Police	General Fund	1001	1/2 Ton SUV	1	36,714
			<b>Total</b>	<b>7</b>	<b>224,759</b>

**Emerging Small Business Development (ESBD):** Cooperative purchase agreements are created, evaluated and awarded by other government agencies that may or may not have similar emerging and small business programs. However, the Department of General Services will consider other alternatives if it is determined that using cooperative contracts may have a negative impact on small businesses. National Auto Fleet Group is not certified with the City as an emerging/small business.

# National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076

(855) BUY-NJPA • (626) 457-5590

(855) 289-6572 • (831) 480-8497 Fax

3/12/2013

City of Sacramento  
Department of General Services  
5730 24<sup>th</sup> street building #1  
Sacramento, CA 95822

Unit Number: 9711, 9973, 9974

Dear Mr. Martinez

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration. Three (3) New/Unused (**2013 Ford F-150 4WD Crew Cab XL Vermillion Red**) Delivered to your city yard each for:

Price \$ 29,589

Tax (8.5%) \$ 2,515.06

Tire Fee \$8.75

Total \$ 32,112.81 Per Unit, per the attached specifications.

This vehicle(s) is available under the **National Joint Powers Alliance Bid Number 102811**. Please reference this Bid Number on all Purchase Orders.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,



Jesse Cooper  
National Fleet Manager  
Office (855) 289-6572  
Fax (831) 480-8497



2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**SELECTED MODEL & OPTIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

SELECTED MODEL - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
W1E	2013 Ford F-150 4WD SuperCrew 145" XL	\$35,335.00

SELECTED VEHICLE COLORS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

<u>Code</u>	<u>Description</u>
-	Interior: Steel Gray
-	Exterior 1: Vermillion Red
-	Exterior 2: No color has been selected.

SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

**CATEGORY**

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
<b>EMISSIONS</b>		
422	CALIFORNIA EMISSIONS SYSTEM *Required on non 50-state emission units for CA, CT, MA, MD, ME, NJ, NY, OR, PA, RI, VT and WA registration. Optional for Cross-Border States AZ, DE, ID, NV, NH, OH, VA, WV & DC*	\$0.00
<b>ENGINE</b>		
99T	3.5L V6 ECOBOOST ENGINE	\$1,095.00
<b>TRANSMISSION</b>		
446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/HAUL MODE (STD)	\$0.00
<b>SERIES ORDER CODE</b>		
100A	BASE EQUIPMENT GROUP -inc: std equipment	\$0.00
<b>TIRES</b>		
T7H	P265/70R17 ALL-TERRAIN OWL TIRES (STD)	\$0.00
<b>PRIMARY PAINT</b>		

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**SELECTED MODEL & OPTIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

**CATEGORY**

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
PRIMARY PAINT		
E4	VERMILLION RED	\$0.00
PAINT SCHEME		
—	STANDARD PAINT	\$0.00
SEAT TYPE		
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS -inc: manual driver lumbar, center console *Requires valid FIN code*	\$300.00
ADDITIONAL EQUIPMENT		
61X	XL PLUS PKG -inc: AM/FM stereo w/CD player, clock, aux audio input jack, speed compensated volume control, customer information display, cruise control, MyKey system w/top speed limiter, audio volume limiter, early low fuel warning, programmable sound chimes, Beltminder w/audio mute	\$450.00
66C	COMMUNICATIONS PKG -inc: SYNC voice activated communications & entertainment system w/Bluetooth capability, steering wheel audio controls, USB port, audio input jack, 911 assist, vehicle health report, Applink (REQ: 61X XL Plus Pkg) *Additional SYNC services available w/annual subscription fee* *Requires valid FIN code*	\$420.00
535	TRAILER TOW PKG -inc: class IV trailer hitch receiver, 7-pin wiring harness, upgraded radiator, aux trans oil cooler, SelectShift auto trans *Required for towing over 5000 lbs*	\$375.00
67T	TRAILER BRAKE CONTROLLER (REQ: 535 Trailer Tow Pkg) (w/86D XL Decor Group REQ: 595 Fog Lamps)	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS *Requires valid FIN code w/100A Equipment Group*	\$375.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PWR GLASS -inc: integrated turn signals, puddle lamps *Requires valid FIN code*	\$235.00
58B	AM/FM STEREO W/CD PLAYER -inc: clock, speed compensated volume control, aux audio input jack *Requires valid FIN code*	INC

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**SELECTED MODEL & OPTIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

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**CATEGORY**

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ADDITIONAL EQUIPMENT		
50S	CRUISE CONTROL *Requires valid FIN code*	INC
DEALER INSTALLED / PROCESSING OPTIONS		
<u>Dealer</u> <u>Installed</u>	All wheather floor mats, 3 complete sets of keys, Back up alarm installed.	\$0.00
<b>OPTIONS TOTAL</b>		<b>\$3,480.00</b>

An underlined code indicates that the options have been applied by the dealer. All sales prices established solely by dealer.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL**

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#### *ENTERTAINMENT*

- AM/FM stereo w/clock

#### *EXTERIOR*

- P265/70R17 all-terrain OWL tires
- 17" gray styled steel wheels
- Full size spare tire
- Under frame winch-type spare tire carrier w/safety catch & lock
- Black front bumper fascia
- Argent front/rear step bumper
- Black front/rear stone cuffs
- Black grille surround w/black "bar style" insert
- Cargo lamp integrated w/high mount stop light
- Black pwr side mirrors
- Fixed rear window
- Rear solar tint glass
- Interval wipers
- (4) full-size doors
- Removable tailgate w/key lock & lift assist

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL**

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#### *INTERIOR*

- Vinyl 40/20/40 split bench front seat
- Black vinyl floor covering
- Driver & front passenger door scuff plates
- Black urethane steering wheel
- Tilt steering column
- Gauges -inc: fuel gauge, voltmeter, oil pressure, engine coolant temp, speedometer, tachometer, odometer
- Display center
- Pwr 1st & 2nd row windows
- Pwr door locks w/autolock feature
- Perimeter alarm
- Remote keyless entry key
- SecuriLock anti-theft ignition (PATS)
- Manual air conditioning
- Black ring w/black vanes air conditioning registers
- Front pwr point
- Overhead console
- Sunvisors w/driver side strap, passenger mirror
- Front passenger side A-pillar grab handle
- 2nd row B-pillar grab handles
- Dome light
- Illuminated entry
- Fade-to-off interior lighting

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL**

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#### *MECHANICAL*

- 5.0L V8 FFV engine
- 6-speed electronic automatic transmission w/OD & tow/haul mode
- 3.55 axle ratio (REQ: 99F Engine)
- 4-wheel drive
- 78-amp/hr (750CCA) maintenance-free battery
- Trailer sway control
- 5.5' pickup box
- Neutral towing capability
- (4) pickup box tie-down hooks
- 7350# GVWR, 1700# maximum payload
- Long-spindle double wishbone front suspension w/coil-over-shock IFS
- Leaf spring rear suspension w/2-stage variable rear springs
- Gas shock absorbers
- Pwr rack & pinion steering
- Pwr front/rear disc brakes
- Easy Fuel capless fuel filler system
- 2-ton jack

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

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**STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL**

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#### SAFETY

- Anti-lock braking system (ABS)
- AdvanceTrac w/Roll Stability Control (RSC)
- Hill start assist
- Dual stage driver & passenger front airbags
- Dual stage driver & front passenger seat-mounted side airbags
- Safety Canopy front/rear outboard side curtain airbags
- SOS post crash alert system
- Outboard front lap & shoulder safety belts -inc: height adjusters, pretensioners, energy management retractors
- Auto lock safety belt feature for child seats
- Tire pressure monitoring system
- Dual note horn

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**WINDOW STICKER**

2013 Ford F-150 4WD SuperCrew 145" XL	Interior: - Steel Gray
* 3.5L/213 CID * Turbocharged Gas V6	Exterior 1: - Vermillion Red
* 6-Speed Automatic	Exterior 2: - No color has been selected.

CODE	MODEL	MSRP
W1E	2013 Ford F-150 4WD SuperCrew 145" XL	\$35,335.00

**OPTIONS**

422	CALIFORNIA EMISSIONS SYSTEM	\$0.00
99T	3.5L V6 ECOBOOST ENGINE	\$1,095.00
446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/HAUL MO	\$0.00
100A	BASE EQUIPMENT GROUP	\$0.00
T7H	P265/70R17 ALL-TERRAIN OWL TIRES	\$0.00
E4	VERMILLION RED	\$0.00
—	STANDARD PAINT	\$0.00
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS	\$300.00
61X	XL PLUS PKG	\$450.00
66C	COMMUNICATIONS PKG	\$420.00
535	TRAILER TOW PKG	\$375.00
67T	TRAILER BRAKE CONTROLLER	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS	\$375.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PW	\$235.00
58B	AM/FM STEREO W/CD PLAYER	INC
50S	CRUISE CONTROL	INC

**DEALER INSTALLED OPTIONS**

<u>Dealer</u> <u>Installed</u>	All wheather floor mats, 3 complete sets of keys, Back up alarm installed.	\$0.00
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<b>SUBTOTAL</b>	<b>\$38,815.00</b>
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Customer File:

Prepared By:  
administrator

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **WINDOW STICKER**

Advert/Adjustments	\$0.00
Destination Charge	\$995.00
<b>TOTAL PRICE</b>	<b>\$39,810.00</b>
Est City: * 15.00 mpg	
Est Highway: * 21.00 mpg	
Est Highway Cruising Range: * 756.00 mi	

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Customer File:

March 12, 2013 3:57:52 PM

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# National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076

(855) BUY-NJPA • (626) 457-5590

(855) 289-6572 • (831) 480-8497 Fax

3/12/2013

City of Sacramento  
Department of General Services  
5730 24<sup>th</sup> street building #1  
Sacramento, CA 95822

Unit Number: 10250, 10251

Dear Mr. Martinez

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration. Two (2) New/Unused (**2013 Ford F-150 4WD Super Cab XL Vermillion Red**) Delivered to your city yard each for:

Price	\$ 27,009
Tax (8.5%)	\$ 2,295.76
Tire Fee	\$8.75

Total \$29,313.51 Per Unit, per the attached specifications.

This vehicle(s) is available under the **National Joint Powers Alliance Bid Number 102811**. Please reference this Bid Number on all Purchase Orders.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,



Jesse Cooper  
National Fleet Manager  
Office (855) 289-6572  
Fax (831) 480-8497



## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### **SELECTED MODEL & OPTIONS**

#### SELECTED MODEL - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
X1E	2013 Ford F-150 4WD SuperCab 145" XL	\$30,910.00

#### SELECTED VEHICLE COLORS - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

<u>Code</u>	<u>Description</u>
-	Interior: Steel Gray
-	Exterior 1: Vermillion Red
-	Exterior 2: No color has been selected.

#### SELECTED OPTIONS - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

##### CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
EMISSIONS 422	CALIFORNIA EMISSIONS SYSTEM *Required on non 50-state emission units for CA, CT, MA, MD, ME, NJ, NY, OR, PA, RI, VT and WA registration. Optional for Cross-Border States AZ, DE, ID, NV, NH, OH, VA, WV & DC*	\$0.00
ENGINE 99F	5.0L V8 FFV ENGINE	\$1,000.00
TRANSMISSION 446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/HAUL MODE (STD)	\$0.00
AXLE X19	3.55 AXLE RATIO (REQ: 99F Engine)	\$0.00
SERIES ORDER CODE 100A	BASE EQUIPMENT GROUP -inc: std equipment	\$0.00

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### SELECTED MODEL & OPTIONS

#### SELECTED OPTIONS - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

#### CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
SERIES ORDER CODE		
—	EQUIPMENT GROUP DISCOUNT (REQ: 100A Equipment Group, 85A Pwr Equipment Group, 86D XL Decor Group & 61X XL Plus Pkg or 101A Equipment Group) *DISCOUNT*	-\$500.00
TIRES		
T7B	P235/75R17 ALL-TERRAIN BSW TIRES (STD)	\$0.00
PRIMARY PAINT		
E4	VERMILLION RED	\$0.00
PAINT SCHEME		
—	STANDARD PAINT	\$0.00
SEAT TYPE		
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS -inc: manual driver lumbar, center console *Requires valid FIN code*	\$300.00
ADDITIONAL EQUIPMENT		
86D	XL DECOR GROUP -inc: chrome front/rear bumpers, cloth 40/20/40 front seat w/manual driver lumbar (w/US Cloth Bucket Seats REQ: 66S XL SSV Pkg) *Requires valid FIN code*	\$115.00
61X	XL PLUS PKG -inc: AM/FM stereo w/CD player, clock, aux audio input jack, speed compensated volume control, customer information display, cruise control, MyKey system w/top speed limiter, audio volume limiter, early low fuel warning, programmable sound chimes, Beltminder w/audio mute	\$450.00
66C	COMMUNICATIONS PKG -inc: SYNC voice activated communications & entertainment system w/Bluetooth capability, steering wheel audio controls, USB port, audio input jack, 911 assist, vehicle health report, Applink (REQ: 61X XL Plus Pkg) *Additional SYNC services available w/annual subscription fee* *Requires valid FIN code*	\$420.00
85A	PWR EQUIPMENT GROUP -inc: pwr locks w/autolock, keyless entry key fob, pwr windows, illuminated entry, black pwr mirrors, perimeter alarm	\$1,150.00

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

**SELECTED MODEL & OPTIONS**

SELECTED OPTIONS - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

**CATEGORY**

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ADDITIONAL EQUIPMENT		
535	TRAILER TOW PKG -inc: class IV trailer hitch receiver, 7-pin wiring harness, upgraded radiator, aux trans oil cooler, SelectShift auto trans *Required for towing over 5000 lbs*	\$375.00
67T	TRAILER BRAKE CONTROLLER (REQ: 535 Trailer Tow Pkg) (w/86D XL Decor Group REQ: 595 Fog Lamps)	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS *Requires valid FIN code w/100A Equipment Group*	\$375.00
595	FOG LAMPS (REQ: 86D XL Decor Group) *Requires valid FIN code w/100A Equipment Group*	\$140.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PWR GLASS -inc: integrated turn signals, puddle lamps (REQ: 85A Pwr Equipment Group) *Requires valid FIN code*	\$235.00
58B	AM/FM STEREO W/CD PLAYER -inc: clock, speed compensated volume control, aux audio input jack *Requires valid FIN code*	INC
50S	CRUISE CONTROL *Requires valid FIN code*	INC
DEALER INSTALLED / PROCESSING OPTIONS		
<u>Dealer</u>	All weather floor mats, 3 complete set of keys, back up alarm.	\$0.00
<u>Installed</u>		
<b>OPTIONS TOTAL</b>		<b>\$4,290.00</b>

An underlined code indicates that the options have been applied by the dealer. All sales prices established solely by dealer.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

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##### *ENTERTAINMENT*

- AM/FM stereo w/clock

##### *EXTERIOR*

- P235/75R17 all-terrain BSW tires
- 17" gray styled steel wheels
- Full size spare tire
- Under frame winch-type spare tire carrier w/safety catch & lock
- Black front bumper fascia
- Argent front/rear step bumper
- Black front/rear stone cuffs
- Black grille surround w/black "bar style" insert
- Cargo lamp integrated w/high mount stop light
- Black manual side mirrors
- Fixed rear window
- Rear solar tint glass
- Interval wipers
- Removable tailgate w/key lock & lift assist

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

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##### *INTERIOR*

- Vinyl 40/20/40 split bench front seat
- Black vinyl floor covering
- Driver & front passenger door scuff plates
- Black urethane steering wheel
- Tilt steering column
- Gauges -inc: fuel gauge, voltmeter, oil pressure, engine coolant temp, speedometer, tachometer, odometer
- Display center
- SecuriLock anti-theft ignition (PATS)
- Manual air conditioning
- Black ring w/black vanes air conditioning registers
- Front pwr point
- Sunvisors w/driver side strap, passenger mirror
- Front passenger side A-pillar grab handle
- Dome light
- Fade-to-off interior lighting

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

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##### *MECHANICAL*

- 3.7L V6 FFV engine
- 6-speed electronic automatic transmission w/OD & tow/haul mode
- 3.73 axle ratio (REQ: 99M Engine)
- 4-wheel drive
- 78-amp/hr (750CCA) maintenance-free battery
- Trailer sway control
- 6.5' pickup box
- Neutral towing capability
- (4) pickup box tie-down hooks
- 6900# GVWR, 1510# maximum payload
- Long-spindle double wishbone front suspension w/coil-over-shock IFS
- Leaf spring rear suspension w/2-stage variable rear springs
- Gas shock absorbers
- Pwr rack & pinion steering
- Pwr front/rear disc brakes
- Easy Fuel capless fuel filler system
- 2-ton jack

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail X1E 4WD SuperCab 145" XL

---

##### SAFETY

- Anti-lock braking system (ABS)
- AdvanceTrac w/Roll Stability Control (RSC)
- Hill start assist
- Dual stage driver & passenger front airbags
- Dual stage driver & front passenger seat-mounted side airbags
- Safety Canopy front/rear outboard side curtain airbags
- SOS post crash alert system
- Outboard front lap & shoulder safety belts -inc: height adjusters, pretensioners, energy management retractors
- Auto lock safety belt feature for child seats
- Tire pressure monitoring system
- Dual note horn

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

### WINDOW STICKER

2013 Ford F-150 4WD SuperCab 145" XL	Interior: - Steel Gray
* 5.0L/302 CID * Gas/Ethanol V8	Exterior 1: - Vermillion Red
6-Speed Automatic	Exterior 2: - No color has been selected.

CODE	MODEL	MSRP
X1E	2013 Ford F-150 4WD SuperCab 145" XL	\$30,910.00
<b>OPTIONS</b>		
422	CALIFORNIA EMISSIONS SYSTEM	\$0.00
99F	5.0L V8 FFV ENGINE	\$1,000.00
446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/HAUL MO	\$0.00
X19	3.55 AXLE RATIO	\$0.00
100A	BASE EQUIPMENT GROUP	\$0.00
—	EQUIPMENT GROUP DISCOUNT	-\$500.00
T7B	P235/75R17 ALL-TERRAIN BSW TIRES	\$0.00
E4	VERMILLION RED	\$0.00
—	STANDARD PAINT	\$0.00
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS	\$300.00
86D	XL DECOR GROUP	\$115.00
61X	XL PLUS PKG	\$450.00
66C	COMMUNICATIONS PKG	\$420.00
85A	PWR EQUIPMENT GROUP	\$1,150.00
535	TRAILER TOW PKG	\$375.00
67T	TRAILER BRAKE CONTROLLER	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS	\$375.00
595	FOG LAMPS	\$140.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PW	\$235.00
58B	AM/FM STEREO W/CD PLAYER	INC

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCab 145" XL X1E

**WINDOW STICKER**

50S	CRUISE CONTROL	INC
	<b>DEALER INSTALLED OPTIONS</b>	
<u>Dealer</u> <u>Installed</u>	All weather floor mats, 3 complete set of keys, back up alarm.	\$0.00
	<b>SUBTOTAL</b>	<b>\$35,200.00</b>
	Advert/Adjustments	\$0.00
	Destination Charge	\$995.00
	<b>TOTAL PRICE</b>	<b>\$36,195.00</b>

Est City: \* 14.00 mpg  
Est Highway: \* 19.00 mpg  
Est Highway Cruising Range: \* 684.00 mi

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

**Vendor Agreement #102811-NAF (Agreement)  
Between**

**NATIONAL AUTO FLEET GROUP (Awarded Vendor)**

490 Auto Center Drive  
Watsonville, CA 95076

**AND**

**NATIONAL JOINT POWERS ALLIANCE® (NJPA)**

202 12<sup>th</sup> ST NE  
Staples, MN 56479

Whereas; NJPA issued an Request for Proposal #102811 (RFP) for the provision of PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES to NJPA and NJPA Members nationwide; and

Whereas; NATIONAL AUTO FLEET GROUP responded to said RFP committing to the provision of PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES to NJPA and NJPA Members; and

Whereas; NJPA has awarded the contract proposed in the RFP, which is identified as NJPA contract 102811-NAF (the Contract), to Awarded Vendor, and

Whereas; NJPA and Awarded Vendor desire to further define their relationship under the Contract as contained herein.

Now therefore; In consideration of the mutual covenants contained herein, IT IS HEREBY AGREED BETWEEN THE PARTIES AS FOLLOWS:

The effective date of this Agreement shall be JANUARY 17, 2012.

**ARTICLE 1. PURPOSE AND INTENT**

1.1 The purpose and intent of this Agreement is to:

1.1.1 Augment the terms and conditions of the Contract #102811-NAF originally identified in the RFP, the Awarded Vendor's responses and modifications contained in Form C of the Awarded Vendor's bid response (all of which are hereby incorporated into this Agreement by this reference),

1.1.2 Identify specific marketing and sales training responsibilities for both NJPA and Awarded Vendor, and

1.1.3 to finalize the administration fee to be paid by the Awarded Vendor to NJPA.

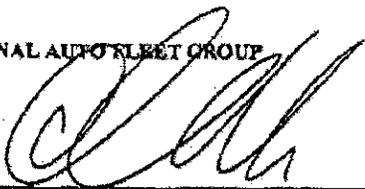
**ARTICLE 2. TERMS AND CONDITIONS**

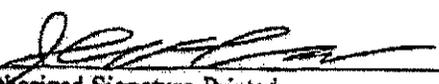
2.1 NJPA and Awarded Vendor agree to the terms and conditions contained in RFP #102811, the Awarded Vendor's responses AND the exceptions to those terms and conditions identified in Form C of Awarded Vendor's bid response EXCEPT as identified herein:

No further exceptions made.

IN WITNESS WHEREOF, the parties have executed this Contract effective the day and year referenced below.

NATIONAL AUTO FLEET GROUP

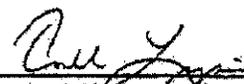
By   
Authorized Signature-Signed

By   
Authorized Signature-Printed

Date 3-20-2012

Notice Address:  
490 Auto Center Drive  
Watsonville, CA 95076

NATIONAL JOINT POWERS ALLIANCE®

By   
Authorized Signature-Signed

By Todd Lyscio  
Authorized Signature-Printed

Date 3/21/12

Notice Address:  
202 12<sup>th</sup> Street NE  
Staples, MN 56479

# National Auto Fleet Group

A Division of Chevrolet of Watsonville  
490 Auto Center Drive, Watsonville, CA 95076  
(855) BUY-NJPA . (626 457-5590)  
(855) 280-6572 . (831) 480-8497 Fax

---

3/14/2013

Ernesto Martinez  
City of Sacramento  
DGS Fleet  
Tshoe  
5730 24th street building #1  
Sacramento, California, 95822

Dear Ernesto Martinez,

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.  
1 New/Unused (2013 Chevrolet Tahoe (CC10706) 2WD 4dr 1500 LS) and delivered to your  
specified location, each for

Sub Total	\$33,829.09
Tax (8.50 %)	\$2,875.47
Tire fee	\$8.75
Total	\$36,713.32

- per the attached specifications. Price includes 1 additional key(s).

This vehicle(s) is available under the **National Joint Powers Alliance Contract 102811**. Please  
reference this Bid number on all purchase orders. Payment terms are Net 30 days after receipt of  
vehicle.

Thank you in advance for your consideration. Should you have any questions, please do not  
hesitate to call.

Sincerely,



Jesse Cooper  
National Fleet Manager  
Email: [jcooper@nationalautofleetgroup.com](mailto:jcooper@nationalautofleetgroup.com)  
Office: 951-440-0585  
Fax: 831-289-6572



# National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076

(855) BUY-NJPA • (626) 457-5590

(855) 289-6572 • (831) 480-8497 Fax

3/12/2013

City of Sacramento  
Department of General Services  
5730 24<sup>th</sup> street building #1  
Sacramento, CA 95822

Unit Number: 10813

Dear Mr. Martinez

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.  
One (1) New/Unused (**2013 Ford F-150 4WD Crew Cab XL EcoBoost Vermillion Red**)  
Delivered to your city yard each for:

Price	\$ 30,480
Tax (8.5%)	\$ 2,590.80
Tire Fee	\$8.75

Total \$ 33,079.55 Per Unit, per the attached specifications.

This vehicle(s) is available under the **National Joint Powers Alliance Bid Number 102811**.  
Please reference this Bid Number on all Purchase Orders.

Thank you in advance for your consideration. Should you have any questions, please do not  
hesitate to call.

Sincerely,



Jesse Cooper  
National Fleet Manager  
Office (855) 289-6572  
Fax (831) 480-8497



## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **SELECTED MODEL & OPTIONS**

#### SELECTED MODEL - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
W1E	2013 Ford F-150 4WD SuperCrew 145" XL	\$35,335.00

#### SELECTED VEHICLE COLORS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

<u>Code</u>	<u>Description</u>
-	Interior: Steel Gray
-	Exterior 1: Vermillion Red
-	Exterior 2: No color has been selected.

#### SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

<u>CATEGORY</u>		<u>MSRP</u>
<u>Code</u>	<u>Description</u>	
<b>EMISSIONS</b>		
422	CALIFORNIA EMISSIONS SYSTEM *Required on non 50-state emission units for CA, CT, MA, MD, ME, NJ, NY, OR, PA, RI, VT and WA registration. Optional for Cross-Border States AZ, DE, ID, NV, NH, OH, VA, WV & DC*	\$0.00
<b>ENGINE</b>		
99F	5.0L V8 FFV ENGINE (STD)	\$0.00
<b>TRANSMISSION</b>		
446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/Haul Mode (STD)	\$0.00
<b>AXLE</b>		
X19	3.55 AXLE RATIO (REQ: 99F Engine)	\$0.00
<b>SERIES ORDER CODE</b>		
100A	BASE EQUIPMENT GROUP -inc: std equipment	\$0.00
<b>TIRES</b>		
T7H	P265/70R17 ALL-TERRAIN OWL TIRES (STD)	\$0.00

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### SELECTED MODEL & OPTIONS

#### SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

#### CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
PRIMARY PAINT		
E4	VERMILLION RED	\$0.00
PAINT SCHEME		
—	STANDARD PAINT	\$0.00
SEAT TYPE		
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS -inc: manual driver lumbar, center console *Requires valid FIN code*	\$300.00
ADDITIONAL EQUIPMENT		
61X	XL PLUS PKG -inc: AM/FM stereo w/CD player, clock, aux audio input jack, speed compensated volume control, customer information display, cruise control, MyKey system w/top speed limiter, audio volume limiter, early low fuel warning, programmable sound chimes, Beltminder w/audio mute	\$450.00
66C	COMMUNICATIONS PKG -inc: SYNC voice activated communications & entertainment system w/Bluetooth capability, steering wheel audio controls, USB port, audio input jack, 911 assist, vehicle health report, Applink (REQ: 61X XL Plus Pkg) *Additional SYNC services available w/annual subscription fee* *Requires valid FIN code*	\$420.00
535	TRAILER TOW PKG -inc: class IV trailer hitch receiver, 7-pin wiring harness, upgraded radiator, aux trans oil cooler, SelectShift auto trans *Required for towing over 5000 lbs*	\$375.00
67T	TRAILER BRAKE CONTROLLER (REQ: 535 Trailer Tow Pkg) (w/86D XL Decor Group REQ: 595 Fog Lamps)	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS *Requires valid FIN code w/100A Equipment Group*	\$375.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PWR GLASS -inc: integrated turn signals, puddle lamps *Requires valid FIN code*	\$235.00
58B	AM/FM STEREO W/CD PLAYER -inc: clock, speed compensated volume control, aux audio input jack *Requires valid FIN code*	INC
50S	CRUISE CONTROL *Requires valid FIN code*	INC

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**SELECTED MODEL & OPTIONS**

SELECTED OPTIONS - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
DEALER INSTALLED / PROCESSING OPTIONS		
<u>.Dealer</u> <u>Installed</u>	All wheather floor mats, 3 complete sets of keys, Back up alarm installed.	\$0.00
<b>OPTIONS TOTAL</b>		<b>\$2,385.00</b>

An underlined code indicates that the options have been applied by the dealer. All sales prices established solely by dealer.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

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##### ENTERTAINMENT

- AM/FM stereo w/clock

##### EXTERIOR

- P265/70R17 all-terrain OWL tires
- 17" gray styled steel wheels
- Full size spare tire
- Under frame winch-type spare tire carrier w/safety catch & lock
- Black front bumper fascia
- Argent front/rear step bumper
- Black front/rear stone cuffs
- Black grille surround w/black "bar style" insert
- Cargo lamp integrated w/high mount stop light
- Black pwr side mirrors
- Fixed rear window
- Rear solar tint glass
- Interval wipers
- (4) full-size doors
- Removable tailgate w/key lock & lift assist

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

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##### *INTERIOR*

- Vinyl 40/20/40 split bench front seat
- Black vinyl floor covering
- Driver & front passenger door scuff plates
- Black urethane steering wheel
- Tilt steering column
- Gauges -inc: fuel gauge, voltmeter, oil pressure, engine coolant temp, speedometer, tachometer, odometer
- Display center
- Pwr 1st & 2nd row windows
- Pwr door locks w/autolock feature
- Perimeter alarm
- Remote keyless entry key
- SecuriLock anti-theft ignition (PATS)
- Manual air conditioning
- Black ring w/black vanes air conditioning registers
- Front pwr point
- Overhead console
- Sunvisors w/driver side strap, passenger mirror
- Front passenger side A-pillar grab handle
- 2nd row B-pillar grab handles
- Dome light
- Illuminated entry
- Fade-to-off interior lighting

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

---

##### *MECHANICAL*

- 5.0L V8 FFV engine
- 6-speed electronic automatic transmission w/OD & tow/haul mode
- 3.55 axle ratio (REQ: 99F Engine)
- 4-wheel drive
- 78-amp/hr (750CCA) maintenance-free battery
- Trailer sway control
- 5.5' pickup box
- Neutral towing capability
- (4) pickup box tie-down hooks
- 7350# GVWR, 1700# maximum payload
- Long-spindle double wishbone front suspension w/coil-over-shock IFS
- Leaf spring rear suspension w/2-stage variable rear springs
- Gas shock absorbers
- Pwr rack & pinion steering
- Pwr front/rear disc brakes
- Easy Fuel capless fuel filler system
- 2-ton jack

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### **STANDARD EQUIPMENT**

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#### STANDARD EQUIPMENT - 2013 Fleet/Non-Retail W1E 4WD SuperCrew 145" XL

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##### SAFETY

- Anti-lock braking system (ABS)
- AdvanceTrac w/Roll Stability Control (RSC)
- Hill start assist
- Dual stage driver & passenger front airbags
- Dual stage driver & front passenger seat-mounted side airbags
- Safety Canopy front/rear outboard side curtain airbags
- SOS post crash alert system
- Outboard front lap & shoulder safety belts -inc: height adjusters, pretensioners, energy management retractors
- Auto lock safety belt feature for child seats
- Tire pressure monitoring system
- Dual note horn

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

## 2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

### WINDOW STICKER

2013 Ford F-150 4WD SuperCrew 145" XL	Interior: - Steel Gray
5.0L/302 CID Gas/Ethanol V8	Exterior 1: - Vermillion Red
* 6-Speed Automatic	Exterior 2: - No color has been selected.

CODE	MODEL	MSRP
W1E	2013 Ford F-150 4WD SuperCrew 145" XL	\$35,335.00

#### OPTIONS

422	CALIFORNIA EMISSIONS SYSTEM	\$0.00
99F	5.0L V8 FFV ENGINE	\$0.00
446	6-SPEED ELECTRONIC AUTOMATIC TRANSMISSION W/OD & TOW/HAUL MO	\$0.00
X19	3.55 AXLE RATIO	\$0.00
100A	BASE EQUIPMENT GROUP	\$0.00
T7H	P265/70R17 ALL-TERRAIN OWL TIRES	\$0.00
E4	VERMILLION RED	\$0.00
—	STANDARD PAINT	\$0.00
US	STEEL GRAY, CLOTH FRONT BUCKET SEATS	\$300.00
61X	XL PLUS PKG	\$450.00
66C	COMMUNICATIONS PKG	\$420.00
535	TRAILER TOW PKG	\$375.00
67T	TRAILER BRAKE CONTROLLER	\$230.00
64F	17" MACHINED ALUMINUM WHEELS W/PAINTED ACCENTS	\$375.00
54P	HEATED MANUAL TELESCOPING TRAILER TOW EXTERIOR MIRRORS W/PW	\$235.00
58B	AM/FM STEREO W/CD PLAYER	INC
50S	CRUISE CONTROL	INC

#### DEALER INSTALLED OPTIONS

<u>Dealer</u> <u>Installed</u>	All weather floor mats, 3 complete sets of keys, Back up alarm installed.	\$0.00
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Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

2013 Fleet/Non-Retail Ford F-150 4WD SuperCrew 145" XL W1E

**WINDOW STICKER**

<b>SUBTOTAL</b>	<b>\$37,720.00</b>
Advert/Adjustments	\$0.00
Destination Charge	\$995.00
<b>TOTAL PRICE</b>	<b>\$38,715.00</b>
Est City: 14.00 mpg	
Est Highway: 19.00 mpg	
Est Highway Cruising Range: 684.00 mi	

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

**FOR IMMEDIATE RELEASE**

**NJPA Contract Award Announcement**

**Vendor Awarded NJPA National Contract for Passenger Cars, Light Duty, Medium Duty, and Heavy Duty Trucks With Related Accessories**



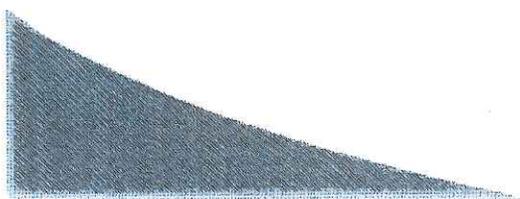
*NJPA contracts # 102811 were recently awarded by the NJPA Board of Directors under the category of "Passenger Cars, Light Duty, Medium Duty, and Heavy Duty Trucks with Related Accessories." NJPA contracts are nationally solicited, competitively bid and awarded on behalf of NJPA current and potential government and education member agencies.*

**Staples, MN (January 18, 2012)** – In response to a national solicitation and resulting competitive bid and evaluation process, the National Joint Powers Alliance® (NJPA) has awarded:

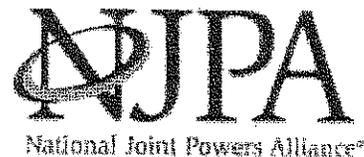
DriveCam, Inc.	102811-DCI
Secured Mobility, LLC dba Keyless Ride	102811-SML
CODA Automotive,	102811-CDA
Mitsubishi Motors North America (MMNA)	102811-MMN
Smith Electric Vehicles US	102811-SEV
Empire Southwest, LLC dba Empire Truck and Trailer	102811-E5W
Gresham Ford	102811-GFT
Husky Trucks, LLC	1002811-HTL
National Auto Fleet Group	102811-NAF
Northside Ford Trucks	102811-NSF

Within the Accessories sub-section of this procurement. NJPA has awarded DriveCam, Inc.. and Keyless Ride for their extensive line of vehicle accessory products and equipment.

For the Alt-Fuel subsection of this procurement NJPA has awarded Northside Ford/Gresham Ford, CODA, Smith Electric, and Mitsubishi each. Northside/Gresham's joint offering is limited to the Azure Dynamics Transit Connect Electric vehicles AND the Roush CleanTech LP gas/CNG conversion packages. The CODA, Smith Electric and Mitsubishi offerings also consist of electric vehicles, however NJPA sees very limited overlap in these equipment offerings, therefore NJPA has elected to award these responses and make all of these vehicle options available to our Membership.



[www.njpacoop.org](http://www.njpacoop.org)



2015-2016  
CO. 00-114  
MAY 11, 2015

Oshkosh, on behalf of its featured Striker line of ARFF vehicles, is awarded a contract for their airport snow, fire, and emergency utility vehicles which will be a unique safety equipment asset for our airport members and municipals that service airports.

Husky Trucks is awarded for their medium duty line of cargo step-vans, and their Isuzu line of cab-over trucks. Mitsubishi is also awarded for their cab and chassis truck offering providing depth and breadth to NJPA's equipment offerings in this area of equipment.

Finally, National Auto Fleet Group (NAF) is awarded for their full line of Cars and Trucks. The NAF response demonstrated a very innovative web based ordering system featuring pricing and selection of vehicle options format which allows them to offer over 1200 models of cars and trucks, each with an extensive offering of factory and dealer applied options. National Auto Fleet Group, a subsidiary of a franchised new car dealer demonstrated the ability to sell and service members in all 50 states for the manufacturers including but not limited to, Ford, Chevy, Nissan and Toyota. Large over the road truck line includes Mac and Volvo.

"It was exciting to see the vehicle industry support and respond to our national contract concept and national solicitation. The value and efficiencies to both our members and our vendors will prove and validate this new and innovative way to procure vehicles" said NJPA Director of Contracts & Marketing, Mike Hajek.

#### **About NJPA:**

The National Joint Powers Alliance® (NJPA) is a municipal contracting government agency that serves education and government agencies nationally through competitively bid and awarded contract purchasing solutions. Over 35,000 member agencies enjoy the value and commitment of the world class NJPA awarded vendors. Go to [www.njpacoop.org](http://www.njpacoop.org) to join NJPA at no cost, obligation or liability. Learn more about the now over 135 contract solutions available to our member agencies.

Contact: Mike Hajek Director of Contracts and Marketing | 218-894-5477 | [mike.hajek@njpacoop.org](mailto:mike.hajek@njpacoop.org)

**Proposal Offering  
And Acceptance and Award  
RFP #102811**

**FORM D**

**PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES**

**Proposal Offering (To be completed Only by Proposer)**

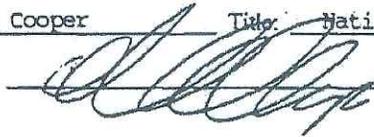
In compliance with the Request for proposal (RFP) for PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES, the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby offer and agree to furnish the defined products/services and services in compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they are the sole offeror herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this offer is the sole responsibility of the Proposer.

Company Name: National Auto Fleet Group Date: 11-14-11

Company Address: 490 Auto Center Drive

City: Watsonville State: CA Zip: 95076

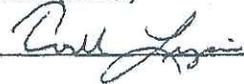
Contact Person: Clarke Cooper Title: National Fleet Manager

Authorized Signature (ink only):  Clarke Cooper  
(Name printed or typed)

**Contract Acceptance and Award (To be completed only by NJPA)**

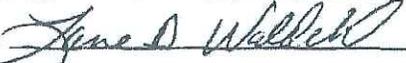
Your proposal offering is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined goods and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, and the Proposer's Response. The effective date of the Contract be Jan 17, 2012 and continue for four years thereafter AND which is subject to annual renewal at the option of both parties.

**National Joint Powers Alliance® (NJPA)**

NJPA Authorized signature:  Todd Lyser  
(Name printed or typed)

Title: Executive Director NJPA

Awarded this 17th day of January 2012 Contract Number # 102811-NAF

NJPA Authorized signature:  Jane D. Waldick  
(Name printed or typed)

Title: Board Clerk

Executed this 17th day of January 2012 Contract Number # 102811-NAF

**Vendor Agreement #102811-NAF (Agreement)**  
**Between**

**NATIONAL AUTO FLEET GROUP (Awarded Vendor)**

490 Auto Center Drive  
Watsonville, CA 95076

**AND**

**NATIONAL JOINT POWERS ALLIANCE® (NJPA)**

202 12<sup>th</sup> ST NE  
Staples, MN 56479

Whereas; NJPA issued an Request for Proposal #102811 (RFP) for the provision of PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES to NJPA and NJPA Members nationwide; and

Whereas; NATIONAL AUTO FLEET GROUP responded to said RFP committing to the provision of PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES to NJPA and NJPA Members; and

Whereas; NJPA has awarded the contract proposed in the RFP, which is identified as NJPA contract 102811-NAF (the Contract), to Awarded Vendor, and

Whereas; NJPA and Awarded Vendor desire to further define their relationship under the Contract as contained herein.

Now therefore; In consideration of the mutual covenants contained herein, IT IS HEREBY AGREED BETWEEN THE PARTIES AS FOLLOWS:

The effective date of this Agreement shall be JANUARY 17, 2012.

**ARTICLE 1. PURPOSE AND INTENT**

1.1 The purpose and intent of this Agreement is to:

1.1.1 Augment the terms and conditions of the Contract #102811-NAF originally identified in the RFP, the Awarded Vendor's responses and modifications contained in Form C of the Awarded Vendor's bid response (all of which are hereby incorporated into this Agreement by this reference),

1.1.2 Identify specific marketing and sales training responsibilities for both NJPA and Awarded Vendor, and

1.1.3 to finalize the administration fee to be paid by the Awarded Vendor to NJPA.

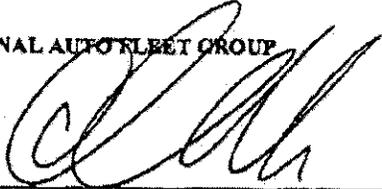
**ARTICLE 2. TERMS AND CONDITIONS**

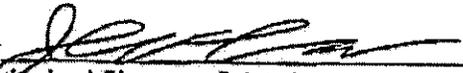
2.1 NJPA and Awarded Vendor agree to the terms and conditions contained in RFP #102811, the Awarded Vendor's responses AND the exceptions to those terms and conditions identified in Form C of Awarded Vendor's bid response EXCEPT as identified herein:

No further exceptions made.

IN WITNESS WHEREOF, the parties have executed this Contract effective the day and year referenced below.

NATIONAL AUTO FLEET GROUP

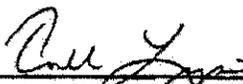
By   
Authorized Signature-Signed

By   
Authorized Signature-Printed

Date 3-20-2012

Notice Address:  
490 Auto Center Drive  
Watsonville, CA 95076

NATIONAL JOINT POWERS ALLIANCE®

By   
Authorized Signature-Signed

By Todd Lyseo  
Authorized Signature-Printed

Date 3/21/12

Notice Address:  
202 12<sup>th</sup> Street NE  
Staples, MN 56479

