

**BOARD OF BIDS AND CONTRACTS, NOVEMBER 16, 2006**

**POLICE SEDANS – FLEET MANAGEMENT  
FUNDING – VEHICLE ACQUISITION**

(Request for Bid send to thirteen vendors)

06-0137

	Rusty Eck	Conklin Cars	Steven Ford	Lubbers Ford
5 each, 2007 Full Size – Four Door, Police Sedans Crown Victoria Police Interceptors (replacement vehicles)	\$21,318.00 ea \$106,590.00	\$24,994.00 ea \$124,970.00	<b>\$27,975.00 ea</b> <b>\$139,875.00</b>	\$21,701.75 ea \$108,508.75
Total incentives/discounts available	None	\$3,500.00 ea \$17,500.00	<b>\$6,714.40 ea</b> <b>\$33,572.00</b>	None
Net price less incentives/discounts	\$21,318.00 ea \$106,590.00	\$21,494.00 ea \$107,470.00	<b>\$21,260.60 ea</b> <b>\$106,303.00</b>	\$21,701.75 \$108,508.75
Manual or CD Rom (specify)	\$170.00 ea CD ROM	\$300.00 ea CD ROM	<b>\$170.00 ea</b> <b>manual</b>	\$180.00 ea CD ROM
Grand Total	\$106,760.00	\$107,770.00	<b>\$106,473.00</b>	\$108,688.75
Warranty	3 yr/36,000 mi	3 yr/36,000 mi	<b>3 yr/36,000 mi</b> <b>Power train</b> <b>5 yr/ 60,000 mi</b>	3 yr/36,000 mi Power train 5 yr/60,000 mi
Delivery Date	90-120 days	1/20/2007	<b>Late Feb. 2007</b>	8-12 weeks
Will vendor agree to hold pricing for the remainder of the 2007 production cycle?	Yes	No	<b>Yes</b>	No

On the recommendation of Emily Dudley, on behalf of Fleet Management, Irene Hart moved to **accept the low bid from Steven Ford in the amount of \$106,473.00 and establish contract pricing for additional purchases for the remainder of the 2007 model year.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Note: The County has nine (9) additional planned purchases of police sedans for the 2007 model year. This vendor has agreed to hold the pricing, including the discounts and incentives for these additional purchases. The old vehicles will be sold at Govdeals.com.