

REQUEST FOR BOARD ACTION

HENDERSON COUNTY BOARD OF COMMISSIONERS

MEETING DATE: November 5, 2018

SUBJECT: Award for Purchase of (5) Ford Vehicles

PRESENTER: Doug Guffey

ATTACHMENTS: I. N.C. Sheriff's Association Vehicle Procurement Program
Contract No. 19-05-0911

SUMMARY OF REQUEST:

The Board approved the low bid to Asheville Ford in the amount of \$107,233.35 on the October 17, 2018 consent agenda. When the order was placed the vendor indicated that the pricing which was based upon the 2018 N.C. Sheriff's Association Vehicle Procurement Program had expired. The 2019 N.C. Sheriff's Association Vehicle Procurement Program pricing for the (5) 2019 Ford Escapes now totals \$110,998.35 (Unit cost - \$22,199.67). This is an increase of \$753 per vehicle or a total increase of \$3,765 from the original low bid submitted by Asheville Ford. Asheville Ford remains the low bid by \$5,921.65 after the price increase. Since these prices are based on the specifications in the original formal bid and are still within the Board approved budgeted amounts as defined below staff recommends that the board approve the purchase of these vehicles based upon the 2019 Sheriff's Association Vehicle Procurement Program contract number 19-05-0911.

Five (5) vehicles were approved in the Fiscal Year 2019 budget and meet the Henderson County Vehicle Replacement Plan criteria. The total FY2019 Budget for the purchase of these vehicles was \$124,150 comprised of the following departmental budgets: Department of Social Services \$26,000, Garage/Motor Pool \$24,150, Reappraisal \$48,000 (2 vehicles), and Wellness \$26,000.

BOARD ACTION REQUESTED:

The Board is requested to accept the price change from Asheville Ford from \$107,233.35 to \$110,998.35 based on the 2019 N.C. Sheriff's Association Vehicle Procurement Program Contract number 19-05-0911 and authorize Finance to proceed with the purchase.

Suggested Motion:

I move the Henderson County Board of Commissioners to accept the price change from Asheville Ford based on the 2019 N.C. Sheriff's Association Vehicle Procurement Program contract number 19-05-0911 for five 2019 Ford Escape SE 4WD vehicles and authorize Finance to proceed with the purchase.



Asheville Ford
611 Brevard Rd., Asheville, North Carolina, 288062201
Office: 828-253-2731
Fax: 828-258-6012

Customer Proposal

Prepared for:

Henderson County

Prepared by:

Jeffrey Williams
Office: 828-279-4933
Email: jwilliams@ashevilleford.com

Date: 10/31/2018

Vehicle: 2019 Escape SE
4dr 4x4

Quote ID: 1031201801





Henderson County

Re: Vehicle Proposal

To Whom It May Concern,

All pricing provided in this quote is based on the North Carolina Sheriffs' Association Vehicle Procurement Program. Contract # 19-05-0911.

Sincerely,

Jeffrey Williams

828-279-4933
jwilliams@ashevilleford.com



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Office: 828-253-2731
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2019 Escape, Sport Utility
4dr 4x4 SE(U9G)
Price Level: 920 Quote ID: 1031201801

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2019 Escape, Sport Utility
 4dr 4x4 SE(U9G)
 Price Level: 920 Quote ID: 1031201801

Selected Options

Code	Description
Base Vehicle	
U9G	Base Vehicle Price (U9G)
Packages	
200A	Equipment Group 200A <i>Includes:</i> - Engine: 1.5L EcoBoost <i>Includes auto start-stop technology.</i> - Transmission: 6-Speed Automatic w/SelectShift - 3.51 Axle Ratio - GVWR: TBD - Tires: P235/55R17 A/S BSW <i>Low-Rolling-Resistance. Includes mini spare.</i> - Wheels: 17" Sparkle Silver-Painted Aluminum - Heated Unique Cloth Front Bucket Seats <i>Includes 10-way power driver seat (includes power lumbar and power recline) and 4-way manual front passenger (fore/aft with manual recline).</i>
Powertrain	
99D	Engine: 1.5L EcoBoost <i>Includes auto start-stop technology.</i>
446	Transmission: 6-Speed Automatic w/SelectShift
STDAX	3.51 Axle Ratio
STDGV	GVWR: TBD
Wheels & Tires	
STDTR	Tires: P235/55R17 A/S BSW <i>Low-Rolling-Resistance. Includes mini spare.</i>
64N	Wheels: 17" Sparkle Silver-Painted Aluminum
Seats & Seat Trim	
K	Heated Unique Cloth Front Bucket Seats <i>Includes 10-way power driver seat (includes power lumbar and power recline) and 4-way manual front passenger (fore/aft with manual recline).</i>
Other Options	
PAINT	Monotone Paint Application
106WB	106" Wheelbase
STDRD	Radio: AM/FM Stereo w/MP3 Capable
	SiriusXM service is not available in Alaska and Hawaii.

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



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 Price Level: 920 Quote ID: 1031201801

Selected Options (cont'd)

Code	Description
	<p><i>Includes 6 speakers, speed compensated volume and SiriusXM radio with a 6 month prepaid subscription. Note: SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM Radio Inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM Customer Agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Sirius, XM and all related marks and logos are trademarks of Sirius XM Radio Inc.</i></p> <p><i>Includes:</i></p> <ul style="list-style-type: none"> - SYNC 3 Communications & Entertainment System - Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple CarPlay, Android Auto compatibility and 2 smart-charging multimedia USB ports. - FordPass Connect 4G Wi-Fi Modem - Includes Wi-Fi hotspot that connects up to 10 devices (includes a trial subscription of 3 months or 3 gigabytes - whichever comes first. Wireless service plan required after trial subscription ends). Remote start with specific time scheduling, lock and unlock, locate parked vehicle and check vehicle status services are included for 1 year from the vehicle sale date as recorded by the dealer.
50C	Front & Rear Floor Liners
50Q	Cargo Mat
153	Front License Plate Bracket
	<i>Standard in states requiring two license plates and optional to all others.</i>
17F	U9G01 - SE Base
Emissions	
425	50-State Emissions System
Interior Colors	
KL_01	Medium Light Stone
Primary Colors	
YZ_01	Oxford White

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Pricing - Single Vehicle

		MSRP
<i>Vehicle Pricing</i>		\$29,210.00
<i>Pre-Tax Adjustments</i>		
Code	Description	
Fleet	Fleet Concession	-\$4,200.00
DISCOUNT	DEALER DISCOUNT	-\$2,810.33
Total		\$22,199.67

Customer Signature

Acceptance Date

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Prepared for: Henderson County
 By: Jeffrey Williams Date: 10/31/2018