

MRCA
Attachment
1/6/16
Agenda Item

REQUEST FOR BID

ISSUED BY: MOUNTAINS RECREATION AND CONSERVATION AUTHORITY
570 WEST AVENUE 26, SUITE 100
LOS ANGELES, CA 90065


INVITATION FOR BID ON: MUNICIPAL LEASE AUTOMOBILE RFB

TERMS OF INVITATION: Bids in duplicate, subject to the instructions, terms and conditions of this Invitation for Bids, and such other contract provisions, specifications, drawings or other data as are attached will be received at the Mountains Recreation and Conservation Authority (MRCA), 570 West Avenue 26 Ste. 100, Los Angeles, CA 90065 until 2:00 PM, local time on **NOVEMBER 23, 2015**, and at that time publicly opened and read aloud. Please mark your bid envelope "SEALED BID: MUNICIPAL LEASE AUTOMOBILE".

Name and Address:

FAIRVIEW FORD SALES, INC.
PO. BOX 1300
SAN BERNARDINO, CALIF. 92402

Signature of Person Authorized to Sign Proposal:



Name: TODD EFF

Title: FLEET MANAGER

Telephone: 909.386.0281

Date of Bid: 11/12/15

AWARD
(To be completed by the Authority)

Date of Award:

Amount:

MRCA by:

REPRESENTATIONS, CERTIFICATIONS, AND ACKNOWLEDGMENTS

The bidder represents and certifies as part of its bid that:
(Check or complete all applicable boxes or blocks.)

1. TYPE OF BUSINESS ORGANIZATION

It operates as:

- an individual
- a partnership
- a non-profit organization
- a corporation, incorporated under the laws of the State of
CALIFORNIA

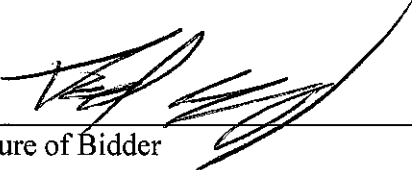
2. EQUAL OPPORTUNITY

It is an equal opportunity employer, and will not discriminate with regard to race, religion, color, national origin and sex in the performance of any contract or order resulting from this bid.

3. CERTIFICATION OF INDEPENDENT PRICE DETERMINATION

By submission of this bid, the bidder certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:

- (a) The prices in this bid have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor;
- (b) Unless otherwise required by law, the prices which have been bid herein have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening of bids directly or indirectly to any other bidder or competitor; and
- (c) No attempt has been made by the bidder to induce any other person or firm to submit or not to submit a bid for the purpose of restricting competition.



Signature of Bidder

MOUNTAINS RECREATION AND CONSERVATION AUTHORITY
BID INSTRUCTIONS

Mountains Recreation and Conservation Authority (MRCA) plans to acquire new vehicles on a lease basis as described in this Request for Bid. MRCA prefers to select a single company to satisfy its requirements.

Specifications are attached.

Bids should be submitted under company letterhead stationery with the information required in this RFB. As a minimum, bids must include the following completed pages:

- 1) RFB Cover Pages (Pages 1 and 2 of the bid package)
- 2) Completed Pricing Sheet (Page 14 of the bid package)
- 3) Vendor Responsiveness Sheet (Page 13 of the bid package)
- 4) Contract Administrative Data: Designate points of contact for this proposed contract. Indicate primary point of contact for negotiations, if multiple contacts identified (Page 12 of the bid package)
- 5) Include any Lease Agreements that MRCA would be required to sign. The lease agreements will be reviewed by MRCA before any award will be announced

Two (2) copies of all bid documents shall be sealed in one envelope and submitted to:

Mountains Recreation and Conservation Authority (MRCA)
570 West Avenue 26 Suite 100
Los Angeles, CA 90065

Not later than 2:00 P.M. on **NOVEMBER 23, 2015**. Mark envelope "SEALED BID: MUNICIPAL LEASE AUTOMOBILE".

Mountains Recreation and Conservation Authority appreciates your time and effort in preparing this bid. Please note that all bids must be received at the designated location by the deadline shown. Bids received after the deadline will not be considered for the award of the contract, and shall be considered void and unacceptable. Opening is scheduled to be held in the Mountains Recreation and Conservation Authority (MRCA), 570 West Avenue 26 Ste. 100, Los Angeles, CA 90065, not later than 2:00 P.M. on **NOVEMBER 23, 2015**. Bids will be received and publicly announced. Bidders, their representatives and interested persons may be present. Contract will not be awarded at the time of the bid opening. MRCA shall analyze all bids to determine lowest responsible bidder based on the needs of MRCA.

Successful bidder shall defend, indemnify and save harmless Mountains Recreation and Conservation Authority and all its officers, agents and employees from all suits, actions, and other claims of any character, name and description brought for or on account of any injuries or damages receiver sustained by any person, persons, or property on account of any negligent act or fault of the successful bidder, or any agent, employee, subcontractor or supplier, in the execution of or performance under, any contract which may result from award. Successful bidder shall pay any judgment with costs, which may be obtained, against Mountains Recreation and Conservation Authority growing out of such injury or damages.

BID SPECIFICATIONS
SCOPE OF PROGRAM AND GENERAL REQUIREMENTS

MRCA is soliciting a bid for twenty four (24) vehicle replacements. Be advised that lease arrangements contemplated to extend more than one year will be subject to availability of appropriations.

MRCA will tentatively select a successful bidder by DECEMBER 14, 2015. Bidder will be given the opportunity to propose a phase-in schedule for initial vehicle deliveries. Replacement schedules for vehicles ordered under the contract will be established based on the conditions of the selected alternative.

SERVICES AND PRICES/COSTS

MRCA requires vehicles on a lease satisfying the specifications described in this section. Bidders are expected to submit proposals that comply with all portions of this section as well as “minimum vehicle specifications” and all specifications related to vehicle types. If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA’s requirements and remove it from further consideration. Lease parameters are defined as follows:

Municipal Lease

For evaluation purposes MRCA is requiring all vendors to use the following lease parameters:

The following represents MRCA’s requirements for a lease option:

- ✓ • Five (5) year municipal lease with no mileage restrictions.
- ✓ • Vehicles must be depreciated at to a \$1 Buyout.
- ✓ • List all other applicable fees and charges.
- ✓ • Vendor will be responsible for licensing and registration of the vehicle to MRCA with exempt license plates and applicable taxes.

MINIMUM VEHICLE SPECIFICATIONS

MRCA is requesting bidders to submit pricing for the following vehicles classes. All vehicles must have white exterior paint color, regular gas engines that comply with California Emissions, automatic transmissions, limited slip rear ends, air conditioning, AM/FM/Blue tooth compatible radio, bucket seats, vinyl interior and floor mats, power windows and door locks, spray bed liners, a 100,000 mile bumper to bumper warranty, and meet the minimum vehicle specifications below:

DESCRIPTIONS OF VEHICLE TYPES 1-13 (Including Alternates):

✓ VEHICLE TYPE 1: Quantity Three (3) new 4-Door COMPACT SEDAN

- ✓• Seating for four
- ✓• Hybrid Gasoline/Electric Engine
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• Blue Tooth capable
- ✓• Power windows and doors

VEHICLE TYPE 2: Quantity Two (2) new ½-TON PICKUP TRUCK 4WD

(Example: Chevy Silverado 1500, Dodge Ram 1500, Ford F-150 or GMC Sierra 1500)

- ✓• Crew cab (4-doors largest cab in this class)
- ✓• Short bed (6.5ft) *6 1/2 BSO*
- ✓• Largest V-8 available
- ✓• Auto locking hubs
- ✓• Allow \$7,000 for Law Enforcement Code equipment and installation
- ✓• Largest fuel tank available
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• A/T Black wall tires
- ✓• Police package
- ✓• High output alternator
- ✓• Tow Package w/integrated brake controller
- ✓• Power windows
- ✓• Blue tooth sound system w/hands free phone use
- ✓• Heavy Duty Cooling

VEHICLE TYPE 2 (ALTERNATE)

Bid with high output V-6 engine (Example Eco Boost or Ecotec)

VEHICLE TYPE 3: Quantity two (2) new 1 ton Utility bed 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓• Extra cab or Double Cab (4-doors) **SUPERCAB**
- ✓• Long Bed (8ft)
- ✓• Largest V8 gas engine available
- ✓• Auto locking hubs
- ✓• Heavy duty cooling package
- ✓• High output Alternator **200 AMP**
- ✓• Full size spare
- ✓• PICKUP BED DELETE
- ✓• Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓• No roof lights
- ✓• A/T black wall tires
- ✓• Allow \$5,500 for Utility box
- ✓• Allow \$7,000 for Law Enforcement Code equipment and installation
- ✓• Largest fuel tank available
- ✓• Rear View Camera or sensors
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• Power Windows
- ✓• Blue tooth sound system w/hands free phone use

VEHICLE TYPE 4: Quantity one (1) new 1 ton Pickup bed 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓• Extra cab or Double Cab (4-doors) **SUPERCAB**
- ✓• Long Bed (8ft)
- ✓• Largest V8 gas engine available
- ✓• Auto locking hubs
- ✓• Heavy duty cooling package
- ✓• High output Alternator **200 AMP**
- ✓• Full size spare
- ✓• Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓• No roof lights
- ✓• A/T black wall tires
- ✓• Allow \$7,000 for Law Enforcement Code equipment and installation
- ✓• Largest fuel tank available
- ✓• Rear View Camera or sensors
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• Power Windows
- ✓• Blue tooth sound system w/hands free phone use

VEHICLE TYPE 5: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓• Extra cab or Quad cab or Double cab (4-doors) *SUPERCAB*
- ✓• Long Bed (8ft)
- ✓• Largest V8 gas engine available
- ✓• Auto locking hubs
- ✓• Heavy duty cooling package
- ✓• High output Alternator *200 AMP.*
- ✓• Full size spare
- ✓• PICKUP BED DELETE
- ✓• Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓• No roof lights
- ✓• A/T black wall tires
- ✓• Allow \$5,500 for Utility box
- ✓• Largest fuel tank available
- ✓• Rear View Camera or sensors
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• Power Windows
- ✓• Blue tooth sound system w/hands free phone use

VEHICLE TYPE 6: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓• Crew cab (4-doors)
- ✓• Short Bed (6.5ft)
- ✓• Largest V8 gas engine available
- ✓• Auto locking hubs
- ✓• Heavy duty cooling package
- ✓• High output Alternator *200 AMP*
- ✓• Full size spare
- ✓• PICKUP BED DELETE
- ✓• Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓• No roof lights
- ✓• A/T black wall tires
- ✓• Allow \$5,500 for Utility box
- ✓• Allow \$7,000 for Law Enforcement Code equipment and installation
- ✓• Largest fuel tank available
- ✓• Rear View Camera or sensors
- ✓• Keyless entry
- ✓• Three (3) master ignition keys
- ✓• Power Windows
- ✓• Blue tooth sound system w/hands free phone use

VEHICLE TYPE 7: Quantity one (1) new 1 ton PICKUP 4X4 (single rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓ Crew cab (4-doors)
- ✓ Short Bed (6.5ft)
- ✓ Largest V8 gas engine available
- ✓ Auto locking hubs
- ✓ Heavy duty cooling package
- ✓ High output Alternator *200 AMP.*
- ✓ Full size spare
- ✓ Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓ No roof lights
- ✓ A/T black wall tires
- ✓ Allow \$7,000 for Law Enforcement Code equipment and installation
- ✓ Largest fuel tank available
- ✓ Rear View Camera or sensors
- ✓ Keyless entry
- ✓ Three (3) master ignition keys
- ✓ Power Windows
- ✓ Blue tooth sound system w/hands free phone use

VEHICLE TYPE 8: Quantity one (1) new 1 ton 15 Passenger van (single rear wheel)

(Example: Chevy Express 3500, Dodge Ram 3500, Ford E-350 or GMC Express 3500)

- ✓ 15 passenger with extended rear storage *(15 PASSENGER ONLY, EXTENDED LENGTH w/ A MED. ROOF)*
- ✓ Medium roof height
- 3.7L V-6* ✓ Largest V8 gas engine available
- ✓ Heavy duty cooling package
- ✓ High output Alternator
- ✓ Full size spare
- ✓ Tow package with class IV receiver (10,000#) and integrated brake controller
- A/S* ✓ A/T black wall tires
- ✓ Largest fuel tank available
- ✓ Keyless entry
- ✓ Three (3) master ignition key
- ✓ Power Windows
- ✓ Blue tooth sound system w/hands free phone use

VEHICLE TYPE 9: Quantity one (1) new 1-ton Cab Chassis Stake bed (8'X12') dump 4X4 (Dual rear wheel)

(Example: Chevy Silverado 3500, Dodge Ram 3500, Ford F-350 or GMC Sierra 3500)

- ✓ Standard Cab
- ✓ Largest V8 gas engine available
- ✓ Auto locking hubs
- ✓ Heavy duty cooling package
- ✓ High output Alternator *200 AMP.*
- ✓ Full size spare
- ✓ Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓ A/T black wall tires
- ✓ Largest single fuel tank available
- ✓ Three (3) master ignition key

VEHICLE TYPE 10: Quantity Five (5) new med duty crew cab 4x4 cab and chassis

(Example: Chevy Silverado 4500, Dodge Ram 4500, Ford F-450 or GMC Sierra 4500)

- ✓ Power windows
- DIESEL ONLY* ✓ Largest Gas engine
- ✓ A/T Black wall tires
- ✓ Allow \$6500 for utility bed
- ✓ Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓ Blue tooth sound system w/hands free phone use
- ✓ Heavy Duty Cooling Package
- ✓ High Output Alternator
- ✓ Largest single fuel tank available
- ✓ Full Size Spare tire and wheel
- ✓ Three (3) master ignition key

VEHICLE TYPE 10: (ALTERNATE): Bid with diesel motor.

- ✓ DEF tank must be at least 14 inches clear from ground

VEHICLE TYPE 11: Quantity two (2) new 1.5-ton Cab Chassis Stake bed (8'X12') dump 4X4 (Dual rear wheel)

(Example: Chevy Silverado 5500, Dodge Ram 5500, Ford F-550 or GMC Sierra 5500)

- ✓ Standard Cab
- DIESEL ONLY* ✓ Largest V8 gas engine available
- ✓ Auto locking hubs
- ✓ Heavy duty cooling package
- ✓ High output Alternator
- ✓ Full size spare
- ✓ Tow package with class IV receiver (10,000#) and integrated brake controller
- ✓ A/T Black wall tires
- ✓ Largest fuel tank available
- ✓ Three (3) master ignition key

VEHICLE TYPE 11: (ALTERNATE): Diesel Option

VEHICLE TYPE 12: Quantity one (1) new Cab and chassis (Under 26,000 GVW Class C license to drive) (Example: Ford F650)

- NO* • Standard Cab
BID • Hydraulic Brakes
- ↓
- Saddle toolboxes, Max size for space btw cab/pump and wheels one each side
 - a 2,000 gallon water tank,
 - P.T.O pump,
 - One(1) front spray, one(1) rear spray, one (1) side spray **each** side;
 - All spray heads removable on 2 ½ inch cam lock fittings.

VEHICLE TYPE 12 (ALTERNATE #1): Diesel Option

VEHICLE TYPE 12 (ALTERNATE #2): Four Wheel Drive

VEHICLE TYPE 13: Quantity one (1) new Cab and chassis (Under 26,000 GVW Class C license to drive) (Example: Ford F650)

- NO* • Standard Cab
BID • Hydraulic Brakes
- ↓
- Towing package w/ integrated brake controller
 - 2 ½ inch receiver hitch
 - Saddle toolboxes Max size for space between cab and wheels one each side
 - 9-foot steel dump box,
 - P.T.O driven pump
 - Rear dump gate (4 way with coal chute door)
 - Manual rolling load cover

NO BID **VEHICLE TYPE 13: (ALTERNATE): Diesel Option**

VEHICLE # 1



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 17:42:36

Dealer: F71156

Page: 1 of 1

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2016 CMAX COMPACT

Order No: 0000 Priority: B1 Ord.FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 200A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
P5A	CMAX HYBRID SE	\$24170	
YZ	OXFORD WHITE		FUEL CHARGE
C	CLOTH SEATS		B4A NET INV FLT OPT
W	CHARCOAL BLACK		PRICED DORA
200A	EQUIP GRP		DEST AND DELIV
99U	.2.0L ATK IVCT	NC	TOTAL BASE AND OPTIONS
44J	.CVT TRANS	NC	TOTAL
TDH	.P225/50R17	NC	
	CA BOARD FEES	NC	
	FRT LICENSE BKT	NC	
422	CALIF EMISSIONS	NC	
794	PRICE CONCESSN		
	REMARKS TRAILER		
	SP DLR ACCT ADJ		
	SP FLT ACCT CR		

VEHICLE #2



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 17:45:10

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Dealer: F71156

2016 F-150

Page: 1 of 2

Order No: 0000 Priority: A4 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 101A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
W1E F150 4X4 CREW	\$38100	XL3 3.31 ELEC LOCK	\$420
157" WHEELBASE		7050# GVWR	
YZ OXFORD WHITE		CA BOARD FEES	NC
S CLTH NO CONSOLE	NC	FRT LICENSE BKT	NC
G GRAY INTERIOR		SELECTSHIFT	
101A EQUIP GRP	2255	422 CALIF EMISSIONS	NC
.XL SERIES			
.POWER EQUIP GRP		TOTAL BASE AND OPTIONS	44330
.SYNC		XL MID DISCOUNT	(750)
.CRUISE CONTROL		TOTAL	43580
.BOXLINK			
.17"SILVER STEEL			
99F 5.0L V8 FFV ENG	NC		
446 ELEC 6-SPD AUTO			
T7C LT245/70R17E	NC		

VEHICLE ORDER CONFIRMATION

11/13/15 17:45:16

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Dealer: F71156

2016 F-150

Page: 2 of 2

Order No: 0000 Priority: A4 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 101A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
PRO TRAILER AST		PRICED DORA	NC
53A TRAILER TOW PKG	895	DEST AND DELIV	1195
AM/FM CD			
655 EXT RANGE TANK	395	TOTAL BASE AND OPTIONS	44330
66S SSV PKG	50	XL MID DISCOUNT	(750)
67T TRL BRAKE CONTR	275	TOTAL	43580
76C REARVIEW CAMERA	250		
794 PRICE CONCESSN			
REMARKS TRAILER			
96W SPRAY- IN LINER	495		
FLEX FUEL			
SP DLR ACCT ADJ			
SP FLT ACCT CR			
FUEL CHARGE			
B4A NET INV FLT OPT	NC		

VEHICLE #3



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 17:53:34

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2016 F-SERIES SD

Dealer: F71156

Page: 1 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
X3B F350 4X4 S/C	\$38480	10700# GVWR PKG	
158" WHEELBASE		213 ELECTRONIC SOF	185
Z1 OXFORD WHITE		425 50 STATE EMISS	NC
A VNYL 40/20/40		512 SPARE TIRE/WHL2	295
S STEEL		52B BRAKE CONTROLLR	270
610A PREF EQUIP PKG		TELE TT MIR-PWR	
.XL TRIM		585 AMFM/CD/CLK	275
572 .AIR CONDITIONER	NC		
996 .6.2L EFI V8 ENG	NC	TOTAL BASE AND OPTIONS	42435
44P 6-SPD AUTOMATIC	NC	TOTAL	42435
TBM LT245 BSW AT 17	165		
X3E 3.73 ELOCKING	390		
90L PWR EQUIP GROUP	895		
66D LESS PICKUP BOX	(625)		
JOB #1 BUILD			

VEHICLE ORDER CONFIRMATION

11/13/15 17:53:40

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2016 F-SERIES SD

Dealer: F71156

Page: 2 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
JACK		TOTAL BASE AND OPTIONS	\$42435
62D STRG WHL CNTLS	70	TOTAL	42435
67D XTR HVY DTY ALT	75		
76D REAR CAM & PREP	470		
794 PRICE CONCESSN			
REMARKS TRAILER			
AUX AUDIO INPUT			
91M SYNC SYSTEM	295		
SP DLR ACCT ADJ			
SP FLT ACCT CR			
FUEL CHARGE			
B4A NET INV FLT OPT	NC		
PRICED DORA	NC		
DEST AND DELIV	1195		

VEHICLE #4



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 17:55:34

Dealer: F71156

Page: 1 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

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S	STEEL		52B BRAKE CONTROLLR	270
610A	PREF EQUIP PKG		TELE TT MIR-PWR	
	.XL TRIM		585 AMFM/CD/CLK	275
	.TRAILER TOW PKG			
572	.AIR CONDITIONER	NC	TOTAL BASE AND OPTIONS	43330
996	.6.2L EFI V8 ENG	NC	TOTAL	43330
44P	6-SPD AUTOMATIC	NC		
TBM	LT245 BSW AT 17	165		
X3E	3.73 ELOCKING	390		
90L	PWR EQUIP GROUP	895		
	JOB #1 BUILD			

VEHICLE ORDER CONFIRMATION

11/13/15 17:55:41

Dealer: F71156

Page: 2 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

59H	HI MNT STOP LMP	NC	DEST AND DELIV	\$1195
	JACK			
62D	STRG WHL CNTLS	70	TOTAL BASE AND OPTIONS	43330
67D	XTR HVY DTY ALT	75	TOTAL	43330
76V	RR VIEW CAMERA	540		
794	PRICE CONCESSN			
	REMARKS TRAILER			
85S	TOUGH BED	495		
	AUX AUDIO INPUT			
91M	SYNC SYSTEM	295		
	SP DLR ACCT ADJ			
	SP FLT ACCT CR			
	FUEL CHARGE			
B4A	NET INV FLT OPT	NC		
	PRICED DORA	NC		

VEHICLE #5



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 17:57:43

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2016 F-SERIES SD

Dealer: F71156

Page: 1 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

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TBM LT245 BSW AT 17	165		
X3E 3.73 ELOCKING	390		
90L PWR EQUIP GROUP	895		
66D LESS PICKUP BOX	(625)		
JOB #1 BUILD			

VEHICLE ORDER CONFIRMATION

11/13/15 17:57:50

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2016 F-SERIES SD

Dealer: F71156

Page: 2 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
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67D XTR HVY DTY ALT	75		
76D REAR CAM & PREP	470		
794 PRICE CONCESSN			
REMARKS TRAILER			
AUX AUDIO INPUT			
91M SYNC SYSTEM	295		
SP DLR ACCT ADJ			
SP FLT ACCT CR			
FUEL CHARGE			
B4A NET INV FLT OPT	NC		
PRICED DORA	NC		
DEST AND DELIV	1195		

VEHICLE #6



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 18:04:17

Dealer: F71156

Page: 1 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
W3B F350 4X4CREW/CS	\$39685	10600# GVWR PKG	
156" WHEELBASE		213 ELECTRONIC SOF	185
Z1 OXFORD WHITE		425 50 STATE EMISS	NC
A VNYL 40/20/40		512 SPARE TIRE/WHL2	NC
S STEEL		52B BRAKE CONTROLLR	270
610A PREF EQUIP PKG		TELE TT MIR-PWR	
.XL TRIM		585 AMFM/CD/CLK	275
.TRAILER TOW PKG			
572 .AIR CONDITIONER	NC	TOTAL BASE AND OPTIONS	44250
996 .6.2L EFI V8 ENG	NC	TOTAL	44250
44P 6-SPD AUTOMATIC	NC		
TEM LT245 BSW AT 17	165		
X3E 3.73 ELOCKING	390		
90L PWR EQUIP GROUP	1105		
JOB #1 BUILD			

VEHICLE ORDER CONFIRMATION

11/13/15 18:04:23

Dealer: F71156

Page: 2 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

	RETAIL		RETAIL
59H HI MNT STOP LMP	NC	TOTAL BASE AND OPTIONS	44250
JACK		TOTAL	44250
62D STRG WHL CNTLS	70		
67D XTR HVY DTY ALT	75		
76V RR VIEW CAMERA	540		
794 PRICE CONCESSN			
REMARKS TRAILER			
AUX AUDIO INPUT			
91M SYNC SYSTEM	295		
SP DLR ACCT ADJ			
SP FLT ACCT CR			
FUEL CHARGE			
B4A NET INV FLT OPT	NC		
PRICED DORA	NC		
DEST AND DELIV	1195		

VEHICLE #7



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/13/15 18:07:03

Dealer: F71156

Page: 1 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

Table with columns for item code, description, price, and total. Includes items like W3B F350 4X4CREW/CS, Z1 OXFORD WHITE, A VNYL 40/20/40, S STEEL, 610A PREF EQUIP PKG, 572 .AIR CONDITIONER, 996 .6.2L EFI V8 ENG, 44P 6-SPD AUTOMATIC, TBM LT245 BSW AT 17, X3E 3.73 ELOCKING, 90L PWR EQUIP GROUP, JOB #1 BUILD, 10600# GVWR PKG, 213 ELECTRONIC SOF, 425 50 STATE EMISS, 512 SPARE TIRE/WHL2, 52B BRAKE CONTROLLR, 585 AMFM/CD/CLK, 270 TELE TT MIR-PWR, 275, TOTAL BASE AND OPTIONS 44745, TOTAL 44745.

VEHICLE ORDER CONFIRMATION

11/13/15 18:07:09

Dealer: F71156

Page: 2 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord Code: 610A Cust/Flt Name: MRCA PO Number:

Table with columns for item code, description, price, and total. Includes items like 59H HI MNT STOP LMP, JACK, 62D STRG WHL CNTLS, 67D XTR HVY DTY ALT, 76V RR VIEW CAMERA, 794 PRICE CONCESSN, 85S TOUGH BED, 91M SYNC SYSTEM, SP DLR ACCT ADJ, SP FLT ACCT CR, FUEL CHARGE, B4A NET INV FLT OPT, PRICED DORA, DEST AND DELIV \$1195, TOTAL BASE AND OPTIONS 44745, TOTAL 44745.

VEHICLE #8



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
 PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/18/15 18:34:18

Dealer: F71156

Page: 1 of 2

2016 TRANSIT NA

Order No: 0000 Priority: B2 Ord FIN: QV191 Order Type: 5B Price Level: 635
 Ord PEP: 301A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

X2C	TRAN 350 MR WAG	\$38285	20H	9150# GVWR	NC
	148" WHEELBASE		425	50 STATE EMISS	NC
YZ	OXFORD WHITE		53B	TRAILER TOW PKG	465
V	VINYL		59B	.TRAILR WIR PROV	
K	PEWTER		58X	AM/FM/CD/SYNC	665
301A	PREF EQUIP PKG		60C	CRUISE CONTROL	325
	.XL TRIM		63C	HVY DUTY ALTERN	NC
57B	.MANUAL A/C	NC			
99M	3.7L TIVCT V6			TOTAL BASE AND OPTIONS	42505
446	.6-SPD AUTO SST			TOTAL	42505
TC8	.235/65R16 BSW				
X7L	3.73 LS X7L	325			
	JOB #1 ORDER				
	CA BOARD FEES	NC			
	FRT LICENSE BKT	NC			

VEHICLE ORDER CONFIRMATION

11/18/15 18:34:25

Dealer: F71156

Page: 2 of 2

2016 TRANSIT NA

Order No: 0000 Priority: B2 Ord FIN: QV191 Order Type: 5B Price Level: 635
 Ord PEP: 301A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

67D	BRAKE CONTROLER	\$230			
765	15 PASSENGER	940			
794	PRICE CONCESSN				
	REMARKS TRAILER				
86F	KEYS 2 ADDL	75			
	SP DLR ACCT ADJ				
	SP FLT ACCT CR				
	FUEL CHARGE				
B4A	NET INV FLT OPT	NC			
	PRICED DORA	NC			
	DEST AND DELIV	1195			
	TOTAL BASE AND OPTIONS	42505			
	TOTAL	42505			

VEHICLE #9



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/18/15 18:39:26

2016 F-SERIES SD

Dealer: F71156

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord PEP: 640A Cust/Flt Name: MRCA PO Number:

RETAIL		RETAIL		
F3H	F350 4X4 CHAS/C	213	ELECTRONIC SOF	\$185
	165" WHEELBASE	425	50 STATE EMISS	NC
Z1	OXFORD WHITE		JOB #1 BUILD	
A	VNYL 40/20/40	512	SPARE TIRE/WHL2	350
S	STEEL	52B	BRAKE CONTROLLR	270
640A	PREF EQUIP PKG	61J	JACK	NC
	.XL TRIM	65Z	AFT AXLE TANK	NC
572	.AIR CONDITIONER			NC
	.AM/FM STER/CLK			
996	6.2L EFI V8 ENG		TOTAL BASE AND OPTIONS	39930
44P	6-SPD AUTOMATIC		TOTAL	39930
TBM	LT245 BSW AT 17			
X4L	4.30 LTD SLIP			
	LESS TPMS			
	14000# GVWR PKG			

VEHICLE ORDER CONFIRMATION

11/18/15 18:39:32

2016 F-SERIES SD

Dealer: F71156

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord PEP: 640A Cust/Flt Name: MRCA PO Number:

RETAIL		RETAIL		
67D	XTR HVY DTY ALT			\$75
794	PRICE CONCESSN			
	REMARKS TRAILER			
	SP DLR ACCT ADJ			
	SP FLT ACCT CR			
	FUEL CHARGE			
B4A	NET INV FLT OPT			NC
	PRICED DORA			NC
	DEST AND DELIV			1195
TOTAL BASE AND OPTIONS				39930
TOTAL				39930

VEHICLE #10



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
 PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/18/15 19:10:57

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2016 F-SERIES SD

Dealer: F71156

Page: 1 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
 Ord PEP: 650A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

W4H	F450 4X4 CRW CC	\$43370	425	50 STATE EMISS	NC
	176" WHEELBASE			JOB #1 BUILD	
Z1	OXFORD WHITE		512	SPARE TIRE/WHL2	350
A	VNYL 40/20/40		52B	BRAKE CONTROLLR	270
S	STEEL		61J	JACK	NC
650A	PREF EQUIP PKG		63B	CLN IDLE DECAL	NC
	.XL TRIM		67D	XTR HVY DTY ALT	NC
572	.AIR CONDITIONER	NC			
	.AM/FM STER/CLK				
99T	6.7L V8 DIESEL	8130		TOTAL BASE AND OPTIONS	54080
44W	6-SPEED AUTO	190		TOTAL	54080
TGB	225 MAX TRAC	215			
X4N	4.10 LTD SLIP	360			
	LESS TPMS				
205	16500# GVWR PKG	NC			

VEHICLE ORDER CONFIRMATION

11/18/15 19:11:04

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2016 F-SERIES SD

Dealer: F71156

Page: 2 of 2

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
 Ord PEP: 650A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

794	PRICE CONCESSN				
	REMARKS TRAILER				
	SP DLR ACCT ADJ				
	SP FLT ACCT CR				
	FUEL CHARGE				
B4A	NET INV FLT OPT	NC			
	PRICED DORA	NC			
	DEST AND DELIV	1195			
	TOTAL BASE AND OPTIONS	54080			
	TOTAL	54080			

VEHICLE #11



FAIRVIEW FORD SALES, INC
FLEET AND TRUCK CENTER
740 WEST 2ND STREET
P O BOX 1390
SAN BERNARDINO CA 92402
PHONE #:(909) 386-0281 FAX #:(909) 386-0292

VEHICLE ORDER CONFIRMATION

11/18/15 19:16:34

Dealer: F71156

Page: 1 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord PEP: 660A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

F5H	F550 4X4 CHAS/C	\$40895	LESS TPMS	
	165" WHEELBASE		213	ELECTRONIC SOF
Z1	OXFORD WHITE		425	50 STATE EMISS
A	VNYL 40/20/40		512	SPARE TIRE/WHL2
S	STEEL		52B	BRAKE CONTROLLR
660A	PREF EQUIP PKG		61J	JACK
	.XL TRIM		63B	CLN IDLE DECAL
572	.AIR CONDITIONER	NC		
	.AM/FM STER/CLK			
99T	6.7L V8 DIESEL	8130	TOTAL	BASE AND OPTIONS
44W	6-SPEED AUTO	190	TOTAL	52945
TGB	225 MAX TRAC	215		
X8L	4.88 LTD SLIP	360		
68M	PAYLD PLUS UPGR	1155		
	19500# GVWR PKG			

VEHICLE ORDER CONFIRMATION

11/18/15 19:16:40

Dealer: F71156

Page: 2 of 2

2016 F-SERIES SD

Order No: 0000 Priority: A1 Ord FIN: QV191 Order Type: 5B Price Level: 635
Ord PEP: 660A Cust/Flt Name: MRCA PO Number:

RETAIL

RETAIL

65Z	AFT AXLE TANK	NC
67D	XTR HVY DTY ALT	NC
794	PRICE CONCESSN	
	REMARKS TRAILER	
	SP DLR ACCT ADJ	
	SP FLT ACCT CR	
	FUEL CHARGE	
B4A	NET INV FLT OPT	NC
	PRICED DORA	NC
	DEST AND DELIV	1195
TOTAL	BASE AND OPTIONS	52945
TOTAL		52945

DESCRIPTION/WORK STATEMENT

Project Organization and Management

The Vendor shall establish and maintain an appropriate organizational structure to enable local management of the lease portion of this contract. Documentation supporting the Vendor's ability to service the contract (including but not limited to office locations) should be included with the bid submission. All ordering will originate directly from MRCA.

Vehicle Mileage and Term

The Vendor shall be able to support vehicle return and replacement as specified in the contract. The awarded Vendor may propose, and MRCA may consent to, a desired timeframe or mileage interval different than levels requested by MRCA, if such intervals provide advantages to the Vendor, MRCA, or both, such as lower lease prices due to better vehicle resale potential.

Title, License, and Registration

The Vendor shall be responsible for providing vehicles that are properly titled and are tagged in California where they will be operated. Fees associated with titling and tagging shall be the responsibility of the Vendor and shall be considered included in prices paid under this contract.

Vehicle Inspection

All vehicles leased under this contract shall be inspected, at which point vehicle inspection documentation will be provided indicating the general condition of the vehicle.

Condition of Leased Vehicles

Each vehicle furnished under this contract shall be of good quality and in safe operating condition. MRCA shall accept or reject the vehicles promptly after receipt. If MRCA determines that any vehicle is defective or unsafe at delivery, MRCA shall promptly inform the Vendor in writing.

DELIVERIES OR PERFORMANCE

Delivery Schedule

The bidder proposes to deliver vehicles within the following period after receipt of an MRCA order for a given vehicle: 120-180 (bidder to fill in blank in Vendor Responsiveness Page). In the event delivery cannot be completed within this period, the Vendor shall notify MRCA when it becomes aware it cannot meet the schedule and shall indicate the reason for delay and a projected delivery date. MRCA reserves the right to cancel the order at that time without cost to MRCA. In any event, MRCA's obligation to pay does not commence until MRCA accepts delivery of a vehicle from the Vendor.

CONTRACT ADMINISTRATIVE DATA

Points of Contact for Contract Administration

The following individuals are designated as primary points of contact for matters related to this contract.

For the Vendor: (bidder to insert information)

Name: TODD EFF

Title: FLEET MANAGER

Phone: 909.386.0281

E-mail Address: TEFF@FAIRVIEWFORD.COM

For MRCA:

Name: Ken Nelson Title: Fleet Vehicle Manager (ordering officer)

Phone: 323-221-9944 ext. 127 E-Mail Address: Ken.Nelson@mrca.ca.gov

Name: Jeff Jones Title: Finance Officer (contractual issues)

Phone: 805-495-6471

Funding Information

This contract does not, in itself, order any specific vehicles, nor does it create an obligation of funds. MRCA obligates funds through issuance of separate documents labeled "purchase orders". Prior to placement of orders, MRCA expects to issue purchase order(s) containing sufficient funding to cover the projected need through the end of the then-current ordering period.

Invoice Instructions

Detailed invoicing instructions will be negotiated between MRCA and the tentatively selected Vendor. Any credits due MRCA shall be separately identified on the invoice and shall be applied against outstanding charges due to the Vendor.

SPECIAL CONTRACT REQUIREMENTS

Order of Precedence

The terms and conditions of this contract take precedence over any lease documents that may be signed by MRCA.

VENDOR RESPONSIVENESS

Please respond to each line item below. Failure to do so may result in rejection of the bid.

LEASE ITEMS

Lease Term Used is 60 Months (Yes/No) YES

Leases Depreciated to \$1 Buyout (Yes/No) YES

Are License and Registration Charges included in rates? (Yes/No) YES


Estimated delivery once orders are received EST. 90-180 DAYS

Your signature below confirms that you have read and understood all 14 pages of this RFB prior to the submission of this bid.

Company: FAIRVIEW FORD

Authorized Representative:  TODD EFF

Title: FLEET MANAGER

Signature:  Date: 11/18/15

EVALUATION OF BIDS

MRCA intends to evaluate bids based on initial written presentations and to make a tentative selection of a successful bidder with whom MRCA will then engage in negotiations to finalize a contract.

Mountains Recreation and Conservation Authority reserves the right to reject any or all bids, to waive technicalities, to re-advertise, to proceed otherwise when in the best interest of the agency.

**MRCA 2015 Municipal Lease Bid
PRICING SHEET**

* Financing must be quoted in arrears and include all applicable taxes and fees.

Vehicle Type#	Monthly Payment (per vehicle)	Total Cost (per vehicle)	Qty	Total Cost (per type)
1	\$ 482.83	\$ 28969.80	X3	\$ 86909.40
2	\$ 792.57	\$ 47554.20	X2	\$ 95108.40
2-alt	\$ 800.61	\$ 48036.60	X2	\$ 96073.20
3	\$ 875.01	\$ 52500.60	X2	\$ 105001.20
4	\$ 764.39	\$ 45863.40	X1	\$ 45863.40
5	\$ 734.22	\$ 44053.20	X1	\$ 44053.20
6	\$ 891.10	\$ 53466.00	X1	\$ 53466.00
7	\$ 794.58	\$ 47674.80	X1	\$ 47674.80
8	\$ 643.71	\$ 38622.60	X1	\$ 38622.60
9	\$ 732.27	\$ 43936.20	X1	\$ 43936.20
(DIESEL) 10	\$ 1044.04	\$ 62642.40	X5	\$ 313212.00
10-alt	No Bid	No Bid	X5	No Bid
(DIESEL) 11	\$ 1052.09	\$ 63125.40	X2	\$ 126250.80
11-Alt#1	No Bid	No Bid	X2	No Bid
12	No Bid	No Bid	X1	No Bid
12-Alt#1	No Bid	No Bid	X1	No Bid
12-Alt#2	No Bid	No Bid	X1	No Bid
13	No Bid	No Bid	X1	No Bid
13-Alt#1	No Bid	No Bid	X1	No Bid

TOTAL COST (ALL vehicles, excluding alternates) = \$ 1,000,098.00

Company: FAIRVIEW FORD
 Authorized Representative: TOOD EFF / FLEET MANAGER
 Title: FLEET MANAGER
 Signature: [Signature] Date: 11/25/15

- * TOTAL COST BASED ON 60 PAYMENTS, INTEREST INCLUDED *
- * ALL VEHICLES INCLUDE 5 YEAR / 100,000 MILE / PREMIUM CARE WARRANTY / WITH \$100⁰⁰ DEDUCTIBLE *
- * PLEASE SEE NEXT PAGE FOR QUOTATION FROM FORD CREDIT *
- * PLEASE NOTE QUOTATION IS BASED UPON APPROVED CREDIT FROM FORD *



Municipal Finance Department
 1 American Road, MD 7500
 Dearborn, Michigan 48126

November 19, 2015

Todd Eff
 Fairview Ford Sales, Inc.
 TEff@FairviewFord.com
 RE: **Mountains Recreation & Conservation Authority, CA, Quote #84068**

Ford Credit Municipal Finance is pleased to present the following financing options for your review and consideration.

Quantity	Description	Price	Unit/mo	Total
3	2016 Ford C-Max Hybrid	\$26,166.57	\$482.83	1,448.49
2	2016 Ford F-150	\$43,388.57	\$800.61	1,601.23
2	2016 Ford F-150	\$42,952.57	\$792.57	1,585.13
1	2016 Ford F-350	\$48,292.48	\$891.10	891.10
1	2016 Ford F-350	\$43,061.57	\$794.58	794.58
1	2016 Ford F-350	\$39,790.48	\$734.22	734.22
1	2016 Ford F-350	\$41,425.48	\$764.39	764.39
2	2016 Ford F-350	\$47,420.48	\$875.01	1,750.02
1	2016 Ford F-350 Stakebed	\$39,684.98	\$732.27	732.27
5	2016 Ford F-450 Service Body	\$56,581.07	\$1,044.04	5,220.21
2	2016 Ford F-550 Stakebed	\$57,017.07	\$1,052.09	2,104.18
1	2016 Ford Transit 350	\$34,885.48	\$643.71	643.71

Total Amount Financed	Number of Payments	Payment Timing	APR	Payment Factor	Payment Amount
\$990,647.91	60	Monthly in Advance	4.20%	0.018442	\$18,269.53

*\$545.00 underwriting fee included

EXPIRATION DATE: 02/28/2016

This quotation, until credit approved, is not a commitment by Ford Credit Municipal Finance. It has been prepared assuming that the lease qualifies for Federal Income Tax Exempt Status for Ford Credit Company LLC under Section 103 of the IRS Code. Financing is subject to credit review and approval of acceptable documentation by Ford Credit Municipal Finance.

Ford Credit Municipal Finance Program

- There is no security deposit, no prepayment penalty, and no mileage penalty.
- At inception, the new equipment title/registration indicates the municipality as Registered Owner, with Ford Motor Credit Company LLC as first lien holder.
- At term end, the municipality buys the equipment for \$1.

Thank you for allowing Ford Credit Municipal Finance the opportunity to provide this quotation. If you have any questions regarding the option presented, need additional options, or would like to proceed with the approval process, please contact me at (800) 241-4199, option 1.

Sincerely,

Evan Pleasant

Evan Pleasant
 Marketing Coordinator
 epleasant@ford.com



We look forward to assisting you as we have other customers.

"I purchase Fords through Ford Credit as an easy alternative to conventional financing. Good product, good rate, easy process, great support staff." J.J. Randall – Frankfort Park District, IL 02/27/2015



MOUNTAINS RECREATION & CONSERVATION AUTHORITY

Los Angeles River Center and Gardens
570 West Avenue Twenty-six, Suite 100
Los Angeles, California 90065
Phone (323) 221-9944 Fax (323) 441-8691

ADDENDUM #1 issued November 18, 2015

Municipal Lease Automobile RFB

570 W. Ave. 26 suite 100, Los Angeles, CA 90065

From: MRCA Mountains Recreation and Conservation Authority
570 W. Avenue 26, Suite 100
Los Angeles, CA 90065

To: ALL PROSPECTIVE BIDDERS

This addendum forms a part of the contract documents and modifies the bidding documents dated November 2015, as noted below. Acknowledge receipt of the Addendum on company's Letterhead and include with your bid. Failure to do so may result in the bid being deemed non-responsive.

The Addendum consists of 4 pages.

- ✓ A. CHANGES TO BIDDING REQUIREMENTS:
 - 1. NONE
- ✓ B. CHANGES TO PRIOR ADDENDUM:
 - 1. NONE
- ✓ C. CHANGES TO CONDITIONS OF THE CONTRACT:
 - 1. NONE
- ✓ D. CHANGES TO SPECIFICATIONS:
 - 1. **See responses to questions below in part F.**
- ✓ E. OTHER CHANGES AS SET FORTH:
 - 1. NONE
- F. QUESTIONS FROM BIDDERS AND RESPONSES:
 - ✓ 1. Does the MRCA have an existing financial relationship with Ford Credit Municipal Finance?
No.
 - ✓ 2. On a few of the Vehicle Specs, they call out for \$7,000 in Law Enforcement Code Equipment. Will the MRCA be acquiring that equipment and installation themselves?
Where indicated please allow for up to \$7,000 in Law Enforcement Code Equipment. MRCA will not handle installation of the law enforcement code equipment. Bidder is to pay outside contractor and/or vendor for law enforcement code equipment as well as installation up to \$7,000.
 - ✓ 3. On a few of the Vehicle Specs, they call out for various amounts for Utility Bodies. Will the MRCA be acquiring that equipment and installation themselves?
Please allow amount indicated per vehicle for the utility bodies. MRCA will not handle installation of the utility body equipment. Bidder is to pay outside contractor and/or vendor for utility body equipment as well as the installation for up to the amount indicated in the bid for each vehicle.

NOT
TRUE

4. For Vehicle Type 3 Ford does not offer Auto Locking Hubs on 3/4 and above Chassis. There is an option for Electronic Shift on the Fly, but the Hubs will still need to be manually locked if so desired.

Please bid for electric shift on the fly.

NOT
TRUE

5. For Vehicle Type 4 Ford does not offer Auto Locking Hubs on 3/4 and above Chassis. There is an option for Electronic Shift on the Fly, but the Hubs will still need to be manually locked if so desired.

Please bid for electric shift on the fly.

NOT
TRUE

6. For Vehicle Type 5 Ford does not offer Auto Locking Hubs on 3/4 and above Chassis. There is an option for Electronic Shift on the Fly, but the Hubs will still need to be manually locked if so desired.

Please bid for electric shift on the fly.

✓ 7. For Vehicle Type 6 PICKUP BED Delete is not available with a Short Bed 6.5' – Please advise how to quote.

Please bid for a pickup.

NOT
TRUE

8. For Vehicle Type 7 Ford does not offer Auto Locking Hubs on 3/4 and above Chassis. There is an option for Electronic Shift on the Fly, but the Hubs will still need to be manually locked if so desired.

Please bid for electric shift on the fly.

✓ 9. For Vehicle Type 8 In order to have additional storage behind the seats of the 15 Passenger Van you must have the EL with Dual Rear Wheels and High Roof Option, otherwise space is limited behind the last row.

✓ **Please bid for a standard 15 passenger van with single rear wheel.**

No V8 Option-3.7L V6 (replaced 4.6L V8) 3.5L EcoBoost(replaced 5.4L V8) and 3.2L Diesel 5 Cylinder.

✓ **Please bid for 3.7L V6 – no diesel.**

Max Tow Capacity is 4500 lbs on the Medium Roof and 3800 lbs on the High Roof Extended DRW.

✓ **Please bid for Max Tow Capacity at 4500 lbs.**

✓ 10. For Vehicle Type 9 The RFB mentions on page 1 - All Vehicles must have Power Windows/Locks/AM FM Radio with Bluetooth. This spec does not call for it as the other do. Is it desired here?

✓ **No, not for vehicle #9.**

Is a Reverse Camera Prep Package desired?

No.

The Trailer Hitch Receiver is not available from the Factory, and should be a consideration from your Body Company.

For bid please allow \$6,000 for body upfit/stake bed and the Trailer Hitch Receiver should be accounted for in this allowance. The integrated brake controller should be a Ford Factory option.

Which Wheelbase is desired? There is a 176" to accommodate a 9' Utility Body and a 200" to accommodate an 11' Utility Body.

✓ **For the wheelbase provide 176" to accommodate a 9' utility body.**

- ✓ 11. For Vehicle Type 10 The RFB mentions on page 1-All Vehicles must have Power Windows/Locks/AM FM Radio with Bluetooth. This spec does not call for it as the other do.
Is it desired here?
✓ **No, not for vehicle #10.**
Is a Reverse Camera Prep Package desired?
✓ **No**
The Trailer Hitch Receiver is not available from the Factory, and should be a consideration from your Body Company.
✓ **For bid please allow \$6,500 for body upfit and the Trailer Hitch Receiver should be accounted for in this allowance. The integrated brake controller should be a Ford Factory option.**
Standard GVWR is 18,000 lbs with an optional 19,500 GVWR, which is the more popular option for an F550.
✓ **Please bid for 19,500 GVWR. ALSO, NO POWER GROUP B NO BLUETOOTH**
- NO
BID 12. For Vehicle Type 12 The RFB mentions on page 1- All Vehicles must have Power Windows/Locks/AM FM Radio with Bluetooth. This spec does not call for it as the other do.
Is it desired here?
No, not for vehicle #12.
- NO
BID 13. Vehicle Type 12 Alternate #2 4WD is not a Factory Option
If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA's requirements and remove it from further consideration.
- NO
BID 14. For Vehicle Type 13 The RFB mentions on page 1-All Vehicles must have Power Windows/Locks/AM FM Radio with Bluetooth. This spec does not call for it as the other do.
Is it desired here?
No, not for vehicle #13.
15. Page 3: This is too broad, and really needs to be either struck from the bid or revised to be more specific. Leaves us open to really any claim against us, that may not even be within our control.
Successful bidder shall defend, indemnify and save harmless Mountains Recreation and Conservation Authority and all its officers, agents and employees from all suits, actions, and other claims of any character, name and description brought for or on account of any injuries or damages receiver sustained by any person, persons, or property on account of any negligent act or fault of the successful bidder, or any agent, employee, subcontractor or supplier, in the execution of or performance under, any contract which may result from award. Successful bidder shall pay any judgment with costs, which may be obtained, against Mountains Recreation and Conservation Authority growing out of such injury or damages.
✓ **If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA's requirements and remove it from further consideration.**

16. Page 12: Once a Lease Contract is signed and accepted by MRCA, neither us or the MRCA would have the ability to modify it or make changes without Ford Credit approval, and We could not sign this bid document with this paragraph contained it as we have no ability or authority to approve a change to the Lease Terms/Contract.

"Order of Precedence

The terms and conditions of this contract take precedence over any lease documents that may be signed by MRCA."

✓ **If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA's requirements and remove it from further consideration.**

17. Your specifications request 100,000 Miles Bumper to Bumper Warranty. Our standard warranty for approved GM fleets is 36 months/36,000 Miles Complete, and 60 Months/100,000 Miles Power Train. Would this be acceptable? The warranty requested would add over \$3,500.00 to the cost of the vehicles.

✓ **If a bidder is unable to satisfy every element but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. MRCA will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to MRCA's requirements and remove it from further consideration.**

- G. Clarification or any other notice of a change in the bidding documents will be issued only by the OWNER, MRCA, and only in the form of a written Addendum, transmitted by fax, e-mail, or registered mail to all potential bidders. Any other purported Addenda are void and unenforceable.

END OF ADDENDUM NO. 1



MOUNTAINS RECREATION & CONSERVATION AUTHORITY

Los Angeles River Center and Gardens
570 West Avenue Twenty-six, Suite 100
Los Angeles, California 90065
Phone (323) 221-9944 Fax (323) 441-8691

ADDENDUM #2 issued November 20, 2015

Municipal Lease Automobile RFB

570 W. Ave. 26 suite 100, Los Angeles, CA 90065

From: MRCA Mountains Recreation and Conservation Authority
570 W. Avenue 26, Suite 100
Los Angeles, CA 90065

To: ALL PROSPECTIVE BIDDERS

This addendum forms a part of the contract documents and modifies the bidding documents dated November 2015, as noted below. Acknowledge receipt of the Addendum on company's Letterhead and include with your bid. Failure to do so may result in the bid being deemed non-responsive.

The Addendum consists of 3 pages.

- ✓ A. CHANGES TO BIDDING REQUIREMENTS:
 - 1. NONE
- ✓ B. CHANGES TO PRIOR ADDENDUM:
 - 1. NONE
- ✓ C. CHANGES TO CONDITIONS OF THE CONTRACT:
 - 1. NONE
- ✓ D. CHANGES TO SPECIFICATIONS:
 - 1. **See responses to questions below in part F.**
- ✓ E. OTHER CHANGES AS SET FORTH:
 - 1. **The bid due date has been extended to Wednesday November 25, 2015 at 2:00pm.**
- ✓ F. QUESTIONS FROM BIDDERS AND RESPONSES:
 - 1. Will the bid due date be extended?
The bid due date has been extended to Wednesday November 25, 2015 at 2:00pm. For your convenience, I will now also be accepting emailed and faxed bids. Faxed bids must be sent to (323) 441-8691 or they may not be accepted. Emailed bids should be sent to Melissa.Vega@mrca.ca.gov. It is your responsibility to follow up to verify that the bid was received.
 - 2. For vehicle Type 6, if PICKUP BED DELETE is available on a 6.5' short bed, is it acceptable to bid this as stated in original specifications?
We acknowledge that PICKUP BED DELETE is not an option. Please bid for a pickup and include the allowance for the utility bed.

3. Your specifications request 100,000 Miles Bumper to Bumper Warranty. Our standard warranty for approved GM fleets is 36 months/36,000 Miles Complete, and 60 Months/100,000 Miles Power Train. Would this be acceptable? The warranty requested would add over \$3,500.00 to the cost of the vehicles.

✓ Please reference page 5 of the Municipal Lease Automobile RFB packet. Under the section titled **MINIMUM VEHICLE SPECIFICATIONS** one of the items listed is to bid "a 100,000 mile bumper to bumper warranty". Please bid for a 100,000 mile bumper to bumper warranty.

4. For vehicle type 9 does the MRCA (Mountain Recreation and Conservation Authority) wish for the bidder to include the cost of the installed 12' dump stake bed in the quote or does the MRCA wish for the bidder to include only a \$6000 upfit allowance to be expensed at the MRCA's discretion with a vendor of the MRCA's choice?

✓ In bid please provide an allowance of \$8,500 instead of \$6,000 for the truck bed up fit. We expect the dealer to transport the vehicle to the body upfitter for the up fit and then take them back to the dealership for a final inspection before MRCA takes delivery at the dealership.

5. For vehicle type 11 does the MRCA wish for the bidder to include the cost of the installed 12' dump stake bed in the quote or does the MRCA wish for the bidder to include only an upfit allowance to be expensed at the MRCA's discretion with a vendor of the MRCA's choice? If the latter, then how much upfit allowance is required?

✓ In bid please provide for an allowance of \$10,000 for the truck body. We expect the dealer to transport the vehicle to the body upfitter for the up fit and then take them back to the dealership for a final inspection before MRCA takes delivery at the dealership.

6. For vehicle type 12 does the MRCA wish for the bidder to include the cost of the installed saddle boxes and 2000 gallon water tank with PTO pump and spray equipment in the quote or does the MRCA wish for the bidder to include only an upfit allowance to be expensed at the MRCA's discretion with a vendor of the MRCA's choice? If the latter, then how much upfit allowance is required?

NO
BID

In bid please provide for an allowance of \$27,000 for the body upfit. We expect the dealer to transport the vehicle to the body upfitter for the up fit and then take them back to the dealership for a final inspection before MRCA takes delivery at the dealership.

7. For vehicle type 13 does the MRCA wish for the bidder to include the cost of the installed 9' steel dump box in the quote or does the MRCA wish for the bidder to include only an upfit allowance to be expensed at the MRCA's discretion with a vendor of the MRCA's choice? If the latter, then how much upfit allowance is required?

NO
BID

In bid please provide for an allowance of \$16,000 for the body upfit. We expect the dealer to transport the vehicle to the body upfitter for the up fit and then take them back to the dealership for a final inspection before MRCA takes delivery at the dealership.

8. In regards to the law enforcement code equipment. Who do you use or recommend?

✓ We don't know who our Operations Division will use yet, we have used a number of different vendors. Please include the Law Enforcement equipment allowance specified.

9. Please note Question 11 pertains to Vehicle Type 10, and then Question 12, refers to Vehicle Type 12...yet the question of an F550 and the 19500 GVWR contained within Question 11..does not pertain to Vehicle Type 10..but should be for Vehicle Type 11.

✓ **Yes, please bid the 19,500 GVWR for Vehicle Type 11.**

10. One quick question, MRCA is not sales tax exempt, correct? If that is true, and these are to be registered to Los Angeles, I will include the 9% sales tax in the monthly payment.

✓ **MRCA is not sales tax exempt.**

G. Clarification or any other notice of a change in the bidding documents will be issued only by the OWNER, MRCA, and only in the form of a written Addendum, transmitted by fax, e-mail, or registered mail to all potential bidders. Any other purported Addenda are void and unenforceable.

END OF ADDENDUM NO. 2