

Prepared for: Ms. Tonya Erickson, City of Salinas
312 E Alisal St
Salinas, CA 93901
Office: 831-758-7325

2022 F-250 4x4 SD Crew Cab 8' box 176" WB SRW Lariat (W2B)

Price Level: 240

Client Proposal

Prepared by:
STEPHEN ROTHSTEIN
Office: 831-444-4485
Date: 11/11/2021



Prepared for: Ms. Tonya Erickson

City of Salinas

Prepared by: STEPHEN ROTHSTEIN

11/11/2021



Salinas Valley Ford Trucks | 1100 Auto Center Cir Salinas CA | 93907

2022 F-250 4x4 SD Crew Cab 8' box 176" WB SRW Lariat (W2B)

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Table of Contents

Description	Page
Cover Page.....	1
Table of Contents.....	2
As Configured Vehicle.....	3
Pricing Summary - Single Vehicle.....	8

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**2022 F-250 4x4 SD Crew Cab 8' box 176" WB SRW Lariat (W2B)**

Price Level: 240

As Configured Vehicle

Code	Description	MSRP
Base Vehicle		
W2B	Base Vehicle Price (W2B)	\$54,030.00
Packages		
608A	Order Code 608A <i>Includes:</i> - GVWR: 10,000 lb Payload Package - Wheels: 18" Bright Machined Cast Aluminum Includes magnetic painted pockets and bright hub covers/center ornaments. - Front Leather Seating Surfaces 40/Console/40 Includes 10-way power driver and 8-way power front passenger seating (includes power lumbar) and 2-way adjustable driver/passenger headrests. - Flow-Through Console Includes 110V/400W outlet in rear. - Radio: B&O Sound System by Bang & Olufsen Includes premium AM/FM MP3 player and 10 speakers including subwoofer. - SiriusXM Radio w/360L Includes 3-month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc. - SYNC 4 w/Enhanced Voice Recognition Includes 12" LCD capacitive touchscreen with swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink with app catalog, 911 assist, Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice command recognition and connected navigation with complimentary 90-day trial when an eligible vehicle is added to a member's FordPass account. Trial begins on the new vehicle warranty start date. At the end of the complimentary period, navigation services will terminate. Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass terms for details). Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass app, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. Ford Telematics and Ford Data Services, subscriptions services available only for fleet customers, provide access to manufacturer-grade data including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics, and maintenance alerts. Ford Telematics Drive mobile app for drivers is also available for Ford Telematics subscribers. FordPass Connect 4G Wi-Fi modem enables Ford Telematics service directly from Ford or Ford Data Services through authorized providers. Learn more at commercialsolutions.ford.com or activate by calling 833-FCS-FORD (833-327-3673).	N/C
Powertrain		
99N	Engine: 7.3L 2V DEVCT NA PFI V8 Gas <i>Includes:</i> - Heavy-Duty Alternator (240 Amp)	\$2,045.00
44G	Transmission: TorqShift 10-Speed Automatic <i>Includes SelectShift and selectable drive modes: normal, tow/haul, eco, deep sand/snow and slippery.</i>	N/C
X3J	Electronic-Locking w/3.55 Axle Ratio	\$390.00

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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As Configured Vehicle (cont'd)

Code	Description	MSRP
STDGV	GVWR: 10,000 lb Payload Package	Included
Wheels & Tires		
TDX	Tires: LT275/70Rx18E BSW A/T (4) <i>Spare may not be the same as road tire.</i>	\$265.00
64C	Wheels: 18" Bright Machined Cast Aluminum <i>Includes magnetic painted pockets and bright hub covers/center ornaments.</i>	Included
Seats & Seat Trim		
5	Front Leather Seating Surfaces 40/Console/40 <i>Includes 10-way power driver and 8-way power front passenger seating (includes power lumbar) and 2-way adjustable driver/passenger headrests. Includes: - Flow-Through Console Includes 110V/400W outlet in rear.</i>	Included
Other Options		
176WB	176" Wheelbase	STD
96U	Lariat Ultimate Package <i>Includes: - Ambient Lighting - Fixed Color - LED Box Lighting Includes LED Center High-Mounted Stop Lamp (CHMSL). - Memory Power-Adjustable Pedals - Easy Entry/Exit Memory Driver's Seat Feature - Power Heated/Ventilated Driver Seat w/Memory - Power Heated/Ventilated Passenger Seat - Intelligent Access w/Push-Button Start - Power Telescoping/Tilt Steering Wheel/Column Includes memory and audio controls. - PowerScope Trailer Tow Mirrors w/Memory - Remote Start System - Remote Tailgate Release - Tailgate Step & Handle - Wireless Charging Pad</i>	\$3,495.00
17X	FX4 Off-Road Package <i>Includes: - Hill Descent Control - Off-Road Specifically Tuned Shock Absorbers Includes front/rear. - Transfer Case & Fuel Tank Skid Plates - Unique FX4 Off-Road Box Decal</i>	\$400.00
41P	Transfer Case & Fuel Tank Skid Plates	Included
86M	Dual 78 AH Battery	\$210.00

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As Configured Vehicle (cont'd)

Code	Description	MSRP
527	Adaptive Cruise Control & Collision Warning <i>Includes brake support.</i>	\$740.00
67B	397 Amp Alternator	\$115.00
66L	LED Box Lighting <i>Includes LED Center High-Mounted Stop Lamp (CHMSL).</i>	Included
53R	Pro Trailer Backup Assist <i>Includes:</i> <i>- Lane Departure Warning</i> <i>- Ultimate Trailer Tow Camera System</i> <i>Includes rear view camera, 360 degree camera system, rear CHMSL camera, trailer reverse guidance and LED center high-mounted stop lamp.</i>	\$1,655.00
85G	Tailgate Step & Handle	Included
85S	Tough Bed Spray-In Bedliner <i>Includes tailgate-guard, black box bed tie-down hooks and black bed attachment bolts.</i>	\$595.00
PAINT	Monotone Paint Application	STD
16T	All-Weather Floor Mats <i>Doesn't include carpet floor mats.</i>	\$130.00
76S	Remote Start System	Included
66S	Upfitter Switches (6) <i>Located in overhead console.</i>	\$165.00
STDRD	Radio: B&O Sound System by Bang & Olufsen	Included

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As Configured Vehicle (cont'd)

Code	Description	MSRP
	Includes premium AM/FM MP3 player and 10 speakers including subwoofer. Includes: - SiriusXM Radio w/360L Includes 3-month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by SiriusXM 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. SiriusXM and all related marks and logos are trademarks of SiriusXM Radio Inc. - SYNC 4 w/Enhanced Voice Recognition Includes 12" LCD capacitive touchscreen with swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink with app catalog, 911 assist, Apple CarPlay and Android Auto compatibility, digital owner's manual, conversational voice command recognition and connected navigation with complimentary 90-day trial when an eligible vehicle is added to a member's FordPass account. Trial begins on the new vehicle warranty start date. At the end of the complimentary period, navigation services will terminate. Navigation services require SYNC 4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass terms for details). Connected service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. FordPass app, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. Ford Telematics and Ford Data Services, subscriptions services available only for fleet customers, provide access to manufacturer-grade data including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics, and maintenance alerts. Ford Telematics Drive mobile app for drivers is also available for Ford Telematics subscribers. FordPass Connect 4G Wi-Fi modem enables Ford Telematics service directly from Ford or Ford Data Services through authorized providers. Learn more at commercialsolutions.ford.com or activate by calling 833-FCS-FORD (833-327-3673).	
87B	Bed Step	\$325.00
61S	Front Splash Guards/Mud Flaps (Pre-Installed)	\$130.00
62S	Rear Splash Guards/Mud Flaps (Pre-Installed)	N/C
21X	Vehicle Safe by Console Vault (Pre-Installed) <i>Custom accessory.</i>	\$330.00

Fleet Options

18A	Upfitter Interface Module (LPO) Requires valid FIN code.	\$295.00
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Emissions

425	50-State Emissions System	STD
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Interior Color

5B_05	Black Onyx	N/C
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Exterior Color

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As Configured Vehicle (cont'd)

Code	Description	MSRP
Z1_01	Oxford White	N/C
SUBTOTAL		\$65,315.00
Destination Charge		\$1,695.00
TOTAL		\$67,010.00

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Pricing Summary - Single Vehicle

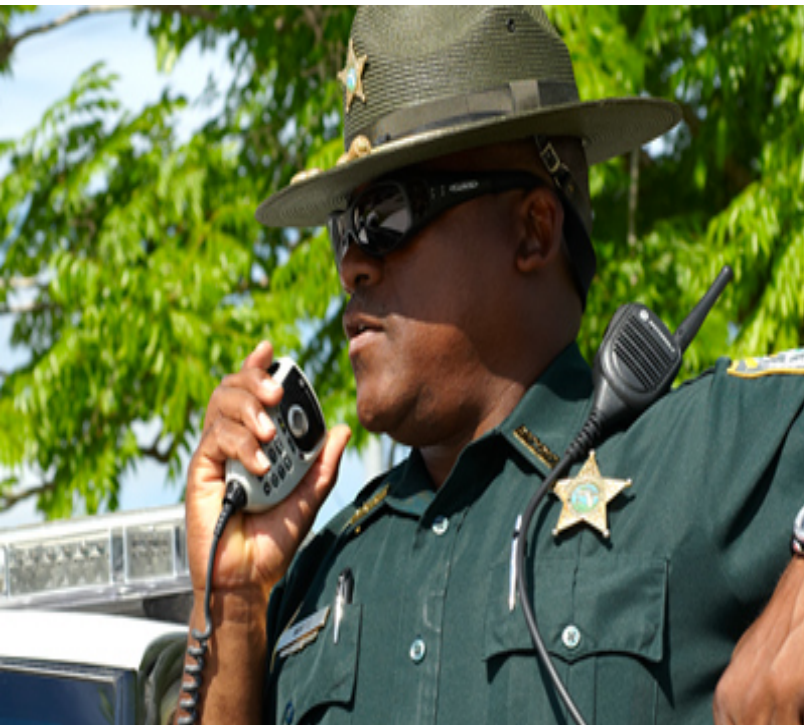
MSRP*Vehicle Pricing*

Base Vehicle Price	\$54,030.00
Options	\$11,285.00
Colors	\$0.00
Upfitting	\$0.00
Fleet Discount	\$0.00
Destination Charge	\$1,695.00
Subtotal	\$67,010.00

Pre-Tax Adjustments

Code	Description	MSRP
0927	Government and SVF Discount	-\$8,385.00
Total		\$58,625.00

Customer Signature_____
Acceptance Date



SALINAS POLICE DEPT, CITY OF

11/11/2021

11/11/2021

SALINAS POLICE DEPT, CITY OF
312 E ALISAL ST
SALINAS, CA 93901

Dear Robert Hampson,

Motorola Solutions is pleased to present SALINAS POLICE DEPT, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide SALINAS POLICE DEPT, CITY OF with the best products and services available in the communications industry. Please direct any questions to Jim Trevino at jtvino@daywireless.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Jim Trevino

Motorola Solutions Manufacturer's Representative

Billing Address:
SALINAS POLICE DEPT, CITY
OF
312 E ALISAL ST
SALINAS, CA 93901
US

Quote Date:11/11/2021
Expiration Date:02/09/2022
Quote Created By:
Jim Trevino
jtrevino@daywireless.com

End Customer:
SALINAS POLICE DEPT, CITY OF
Robert Hampson

Contract: 17724 - HGAC (TX)

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8500					
1	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	1	\$5,152.00	\$3,760.96	\$3,760.96
1a	G90AC	ADD: NO MICROPHONE NEEDED APX	1	\$0.00	\$0.00	\$0.00
1b	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	1	\$352.00	\$352.00	\$352.00
1c	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	1	\$0.00	\$0.00	\$0.00
1d	G831AD	ADD: SPKR 15W WATER RESISTANT	1	\$60.00	\$43.80	\$43.80
1e	G72AD	ADD: APX O3 HANDHELD CH	1	\$946.00	\$690.58	\$690.58
1f	G996AS	ENH: OVER THE AIR PROVISIONING	1	\$100.00	\$73.00	\$73.00
1g	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	1	\$100.00	\$73.00	\$73.00
1h	G67DE	ADD: REMOTE MOUNT O3 MP	1	\$297.00	\$216.81	\$216.81
1i	GA00580AA	ADD: TDMA OPERATION	1	\$450.00	\$328.50	\$328.50
1j	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	1	\$95.00	\$69.35	\$69.35
1k	G51AT	ENH:SMARTZONE	1	\$1,500.00	\$1,095.00	\$1,095.00
1l	GA05509AA	DEL: DELETE UHF BAND	1	-\$800.00	-\$584.00	-\$584.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1m	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	1	\$740.00	\$540.20	\$540.20
1n	GA09001AA	ADD: WI-FI CAPABILITY	1	\$300.00	\$219.00	\$219.00
1o	G843AH	ADD: AES ENCRYPTION AND ADP	1	\$475.00	\$346.75	\$346.75
1p	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00
1q	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	1	\$0.00	\$0.00	\$0.00
1r	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$515.00	\$375.95	\$375.95
1s	G361AH	ENH: P25 TRUNKING SOFTWARE APX	1	\$300.00	\$219.00	\$219.00
1t	G387AD	ADD: MULITCAST VOTING SCAN	1	\$200.00	\$146.00	\$146.00

Grand Total
\$7,965.90(USD)

Notes:

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.





Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)

LEISURE WEST CAMPER SHELLS, INC.

Santa Cruz (831) 476-7468 • Salinas (831) 443-3884

www.leisurewest.net

NAME City of Salinas			
ADDRESS Steve Sparks			
CITY/STATE/ZIP			
PHONE			
HM		BUS.	
REQ. NO.	SALESPERSON	DATE 1/26/21	
YEAR 21/22	MAKE Ford SD	BED LB	

PRICE	
1	
2 Shrug Top Rebel	
3 Color:	
4 Headliner	
5 R & L Window	
6 2- LED Light Strips	
7 Keyless Entry	
8 Fold Down Front Window	
9 Total	3500
10 Estimate	

IMPORTANT

A 25% NON-REFUNDABLE DEPOSIT IS
REQUIRED ON ALL ORDERED ITEMS.



ORDER FORM

Customer #	500	Order Date:		
Name of Business:	CITY OF SALINAS	P.O Number:		
Billing / Mailing Address:				
Ship To Address:				
City:				
Prov / State				
Postal / Zip Code				
Phone Number:				
Fax Number:				
Contact Name:				
Email Address:	stephens@ci.salinas.ca.us			
Fed Tax# / Business #				
Payment Method	Visa Masterard Cash Cheque Credit			
Credit Card#				
Name on Credit Card				
Expiration Date				
Freight Terms	FREIGHT INCLUDED			
Expected Ship Date	4-5 WEEKS	Normal ship date 10 work days from date of order		
Part Numbers	Model Description	Units	Unit Cost	Misc. Information
CE9548A	CARGO SLIDE 95" X 48" OPA	1	\$ 2,144.00	
Custom Instructions:				
Drawing must be attached for all non standard custom orders. Sketches for Slides, Cab Guard, and Drawers				
Customer Confirmation:				

Sales Tax (9.25%) is \$ 198.32

Total Price is \$ 2,342.32



Quotation

1334 DAYTON ST
SALINAS, CA 93901-4416
Phone: (831) 757 0991
FAX : (831) 422 7008

Customer Information

CITY OF SALINAS
200 LINCOLN AVE
SALINAS CA 93901-2639

Billing Information

CITY OF SALINAS
200 LINCOLN AVE
SALINAS CA 93901-0000

Shipping Information

CITY OF SALINAS
200 LINCOLN AVE
SALINAS CA 93901-2639

Information

Grainger Quote Number 2048995059
Validity Start Date 10/14/2021
Validity End Date 11/14/2021
Creation Date 10/14/2021
Grainger EIN Number 36-1150280
PO #
PO Create Date
PO Release #
Customer Number 809576606
Department Number
Project/Job Number
Requisitioner Name
Attention
Caller STEVE SPARK
Telephone Number 8317587271
Page 1 / 2

Freight Forwarder

We will deliver according to the following terms and conditions:

Incoterms® 2020: FOB ORIGIN
Freight Terms: Prepaid
Carrier: * See line item detail
Payment Terms: Net 45 days after invoice date

Special Instructions:

Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
10	45MR79	Inverter,120VAC,12VDC,3000W,2 Outlets Mfg Brand Name: TUNDRA Manufacturer Part No: M3000 Carrier:		1.00	EA	573.05	573.05
Sub Total							573.05
Tax							53.01



Quotation

1334 DAYTON ST
SALINAS, CA 93901-4416
Phone: (831) 757 0991
FAX : (831) 422 7008

Information

Grainger Quote Number	2048995059
Creation Date	10/14/2021
Customer Number	809576606
Page	2 / 2

Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
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Total USD	\$ 626.06
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Please reference our Grainger Quote Number, your Grainger Customer Number, and method of payment when remitting payment.

These items are sold for domestic consumption in the United States. If exported, purchaser assumes full responsibility for compliance with US export controls.

This transaction is subject to W.W. Grainger, Inc. sales terms and conditions. For a copy, please visit the website at <http://www.grainger.com> or refer to the current catalog.

Thank you for the opportunity to provide this quotation. Please note that all the prices are based on products and quantities quoted. Any changes to the products and/or quantities may result in different pricing. The non-catalog freight policy applies unless freight amount is listed above. Please contact the Grainger office shown above if you have further questions or need to submit a new request.