

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

2022 Police Intercept Utility AWD Base (K8A)

Price Level: 215



Client Proposal

Prepared by:
STEPHEN ROTHSTEIN
Office: 831-444-4485
Quote ID: 1122212
Date: 11/22/2021



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City of Salinas

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

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As Configured Vehicle

Code	Description	MSRP
Base Vehicle		
K8A	Base Vehicle Price (K8A)	\$40,980.00
Packages		
500A	Order Code 500A <i>Includes:</i> - 3.73 Axle Ratio - GVWR: 6,840 lbs (3,103 kgs) - Tires: 255/60R18 AS BSW - Wheels: 18" x 8" 5-Spoke Painted Black Steel Includes polished stainless steel hub cover and center caps. - Unique HD Cloth Front Bucket Seats w/Vinyl Rear Includes reduced bolsters, driver 6-way power track (fore/aft. up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft. with manual recline) and built-in steel intrusion plates in both driver/passenger seatbacks. - Radio: AM/FM/MP3 Capable Includes clock, 4-speakers, Bluetooth interface with hands-free voice command support (compatible with most Bluetooth connected mobile devices), 1 USB port and 4.2" color LCD screen center stack smart display.	N/C
Powertrain		
99B	Engine: 3.3L V6 Direct-Injection (FFV) <i>(136-MPH top speed). Note: Deletes regenerative braking and lithium-ion battery pack; adds 250-Amp alternator, replaces H7 AGM battery (800 CCA/80-amp) with H7 SLI battery (730 CCA/80-amp) and replaces 19-gallon tank with 21.4-gallon.</i>	-\$3,450.00
44U	Transmission: 10-Speed Automatic (44U)	N/C
STDAX	3.73 Axle Ratio	Included
STDGV	GVWR: 6,840 lbs (3,103 kgs)	Included
Wheels & Tires		
STDTR	Tires: 255/60R18 AS BSW	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel <i>Includes polished stainless steel hub cover and center caps.</i>	Included
Seats & Seat Trim		
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear <i>Includes reduced bolsters, driver 6-way power track (fore/aft. up/down, tilt with manual recline, 2-way manual lumbar), passenger 2-way manual track (fore/aft. with manual recline) and built-in steel intrusion plates in both driver/passenger seatbacks.</i>	Included

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As Configured Vehicle (cont'd)

Code	Description	MSRP
Other Options		
PAINT	Monotone Paint Application	STD
119WB	119" Wheelbase	STD
STDRD	Radio: AM/FM/MP3 Capable <i>Includes clock, 4-speakers, Bluetooth interface with hands-free voice command support (compatible with most Bluetooth connected mobile devices), 1 USB port and 4.2" color LCD screen center stack smart display.</i>	Included
66A	Front Headlamp Lighting Solution Recommend using ultimate wiring package (67U). <i>Includes LED low beam/high beam headlamp, wig-wag function and (2) red/blue/white LED side warning lights in each headlamp (factory configured: driver's side white/red/passenger side white/blue). Wiring and LED lights included (in headlamps only; grille lights not included). Controller not included.</i> <i>Includes:</i> - Grille LED Lights, Siren & Speaker Pre-Wiring	\$895.00
86T	Tail Lamp/Police Interceptor Housing Only <i>Pre-existing holes with standard twist lock sealed capability (does not include LED strobe) (eliminates need to drill housing assemblies).</i>	\$60.00
66C	Rear Lighting Solution Recommend using ultimate wiring package (67U). <i>Includes (2) backlit flashing linear high-intensity LED lights (driver's side red/passenger side blue) mounted to inside liftgate glass and (2) backlit flashing linear high-intensity LED lights (driver's side red/passenger side blue) installed on inside lip of liftgate (lights activate when liftgate is open). LED lights only. Wiring and controller not included.</i>	\$455.00
67U	Ultimate Wiring Package Recommend police wire harness connector kit (67V). <i>Includes wiring harness instrument panel to rear cargo area (overlay), (2) light cables - supports up to (6) LED lights (engine compartment/grille), (1) 10-amp siren/speaker circuit engine compartment and rear hatch/cargo area wiring - supports up to (6) rear LED lights. Does not include LED lights, side connectors or controller.</i> <i>Includes:</i> - Rear Console Plate Contours through 2nd row; channel for wiring. - Grille LED Lights, Siren & Speaker Pre-Wiring	\$560.00
67V	Front & Rear Police Wire Harness Connector Kit <i>For connectivity to Ford PI Package solutions includes front (2) male 4-pin connectors for siren, (5) female 4-pin connectors for lighting/siren/speaker, (1) 4-pin IP connector for speakers, (1) 4-pin IP connector for siren controller connectivity, (1) 8-pin sealed connector, (1) 14-pin IP connector, rear (2) male 4-pin connectors for siren, (5) female 4-pin connectors for lighting/siren/speaker, (1) 4-pin IP connector for speakers, (1) 4-pin IP connector for siren controller connectivity, (1) 8-pin sealed connector and (1) 14-pin IP connector.</i>	\$185.00
43D	Dark Car Feature <i>Courtesy lamps disabled when any door is opened.</i>	\$25.00

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Code	Description	MSRP
17T	Switchable Red/White Lighting in Cargo Area <i>Deletes 3rd row overhead map light.</i>	\$50.00
60A	Grille LED Lights, Siren & Speaker Pre-Wiring	Included
51V	Dual (Driver & Passenger) LED Spot Lamps (Whelen)	\$665.00
76D	Underbody Deflector Plate <i>Engine and transmission shield.</i>	\$335.00
87R	Rear View Camera Not recommended with option (47E) 12.1" integrated computer screen. <i>Displayed in rear view mirror. Note: This option replaces the standard display in the center stack area. Note: Camera can only be displayed in the center stack (std) or the rear view mirror (87R). Includes: - Electrochromic Rear View Mirror Video is displayed in rear view mirror.</i>	N/C
68G	Rear-Door Controls Inoperable <i>Locks, handles and windows. Note: Can manually remove window or door disable plate with special tool. Note: Locks/windows operable from driver's door switches.</i>	\$75.00
59E	Keyed Alike - 1435x	\$50.00
85R	Rear Console Plate <i>Contours through 2nd row; channel for wiring.</i>	Included
90E	Ballistic Door-Panels (Level III+) Tested and meets the requirements of NIJ standard 0108.01 Level III: 7.62 x 51 mm 9.7g M80 (.308 Winchester 150gr). Per LAPD requirements, they're also designed to withstand special threat rounds: 7.62 x 39 mm MSC 7.9g (Type 56), 5.56 x 45 mm M193 3.36g and 5.56 x 45mm M855 4g. <i>Driver and passenger front-doors.</i>	\$3,170.00
68B	Police Perimeter Alert Now enables rearview camera image display in the rear view mirror option (87R) when Rear Camera on Demand (19V) is ordered. <i>Detects motion in an approximately 270-degree radius on sides and back of vehicle; if movement is determined to be a threat, chime will sound at level I. Doors will lock and windows will automatically go up at level II. Includes visual display in instrument cluster with tracking.</i>	\$675.00
76R	Reverse Sensing System	\$275.00
60R	Noise Suppression Bonds (Ground Straps)	\$100.00

Emissions

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Code	Description	MSRP
425	50 State Emission System Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles equipped with the 3.3L V6 Direct-Injection engine.	STD
Interior Color		
96_01	Charcoal Black	N/C
Exterior Color		
UM_01	Agate Black	N/C
SUBTOTAL		\$45,105.00
Destination Charge		\$1,245.00
TOTAL		\$46,350.00

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Pricing Summary - Single Vehicle

MSRP

Vehicle Pricing

Base Vehicle Price	\$40,980.00
Options	\$4,125.00
Colors	\$0.00
Upfitting	\$0.00
Fleet Discount	\$0.00
Destination Charge	\$1,245.00
Subtotal	\$46,350.00

Service Plan Adjustments

Code	Description	MSRP
0339	5yr/ 100k Powertrain Service Contract	\$1,485.00
Subtotal		\$47,835.00

Pre-Tax Adjustments

Code	Description	MSRP
0000	Salinas Valley Ford Discount	-\$4,615.00
090519	Government Price Concession	-\$5,481.00
Subtotal		\$37,739.00

Sales Taxes

Code	Description	MSRP
2015	Sales Tax	\$3,361.36
Subtotal		\$41,100.36

Post-Tax Adjustments

Code	Description	MSRP
5454	DOC FEE	\$85.00
TIRE FEE	TIRE FEE	\$8.75
DOC	Electronic Filing Fee	\$30.00
Subtotal		\$41,224.11

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Total	\$41,224.11
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Customer Signature

Acceptance Date

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