



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Purchase Order

PURCHASE ORDER NO. MV14B

PAGE 1

BLANKET RELEASE 00

CHANGE ORDER 1

BAF
 CORRECT PURCHASE ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS PURCHASE ORDER SHOULD BE DIRECTED TO THE BUYER AS NOTED BELOW.

INVOICE TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

14
 FILE LOCATION 27259

VENDOR

*709035325 304-645-1010
 GREENBRIER MOTOR CO INC
 111 SENECA TRAIL
 LEWISBURG WV 24901

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED 12/09/2013	TERMS OF SALE NET 30	FEIN/SSN 550323196	FUND
SHIP VIA BEST WAY	F.O.B DESTINATION	FREIGHT TERMS PREPAID	ACCOUNT NUMBER MUL-MUL

LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT.NO.	ITEM NUMBER		
0001	11/30/2014 AUTOMOBILES		070-06		
<p>Purchasing Division's File Copy</p> <p>SCANNED</p> <p>CHANGE ORDER #1</p> <p>RETURNED TO BUYER DATE: <u>DEC 17 2013</u></p> <p>THIS CHANGE ORDER HAS BEEN ISSUED TO ADD CLASS 14 STANDARD PICK-UP EXTENDED CAB TRUCK TO MV14B. THE UNIT PRICE FOR THIS VEHICLE IS \$19,999.00.</p> <p>ALL PROVISIONS OF THE ORIGINAL CONTRACT AND SUBSEQUENT CHANGE ORDERS NOT MODIFIED HEREIN SHALL REMAIN IN FULL FORCE AND EFFECT.</p> <p>BACKGROUND CHECK: IN ACCORDANCE WITH W. VA. CODE 15-2D-3, THE DIRECTOR OF THE DIVISION OF PROTECTIVE SERVICES MAY REQUIRE ANY SERVICE PROVIDER WHOSE EMPLOYEES ARE REGULARLY EMPLOYED ON THE GROUNDS OR IN THE BUILDINGS OF THE CAPITOL COMPLEX OR WHO HAVE ACCESS TO SENSITIVE OR CRITICAL INFORMATION TO SUBMIT TO A FINGERPRINT-BASED STATE AND FEDERAL BACKGROUND INQUIRY THROUGH THE STATE REPOSITORY. THE SERVICE PROVIDER IS</p> <p>PREVIOUS PO TOTAL==> OPEN END PO NET CHANGE (+)==></p> <p>ENTERED</p> <p>PURCHASING DIVISION CERTIFIED ENCUMBERED DEC 16 2013 <i>Beverly Toler</i></p>					

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE *all 12-12-13*

Dalh.
 BY *CRYSTAL RINK*
 PURCHASING DIVISION AUTHORIZED SIGNATURE

OPEN END
 TOTAL
 304-558-2306

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

PURCHASING DIVISION AUTHORIZED SIGNATURE



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Purchase Order

PURCHASE ORDER NO. MVI4B

PAGE 2

BLANKET RELEASE 00

CHANGE ORDER 1

CORRECT PURCHASE ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS PURCHASE ORDER SHOULD BE DIRECTED TO THE BUYER AS NOTED BELOW.

INVOICE TO	ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED BY ORDER
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VENDOR	*709035325 304-645-1010 GREENBRIER MOTOR CO INC 111 SENECA TRAIL LEWISBURG WV 24901
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SHIP TO	ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED BY ORDER
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DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
12/09/2013		NET 30		550323196			
SHIP VIA		F.O.B		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT.NO.	ITEMNUMBER				
	RESPONSIBLE FOR ANY COSTS ASSOCIATED WITH THE FINGERPRINT-BASED STATE AND FEDERAL BACKGROUND INQUIRY. AFTER THE CONTRACT FOR SUCH SERVICES HAS BEEN APPROVED, BUT BEFORE ANY SUCH EMPLOYEES ARE PERMITTED TO BE ON THE GROUNDS OR IN THE BUILDINGS OF THE CAPITOL COMPLEX OR HAVE ACCESS TO SENSITIVE OR CRITICAL INFORMATION, THE SERVICE PROVIDER SHALL SUBMIT A LIST OF ALL PERSONS THE SERVICE PROVIDER SHALL SUBMIT A LIST OF ALL PERSONS WHO WILL BE PHYSICALLY PRESENT AND WORKING AT THE CAPITOL COMPLEX TO THE DIRECTOR OF THE DIVISION OF PROTECTIVE SERVICES FOR PURPOSES OF VERIFYING COMPLIANCE WITH THIS PROVISION. THE STATE RESERVES THE RIGHT TO PROHIBIT A SERVICE PROVIDER'S EMPLOYEES FROM ACCESSING SENSITIVE OR CRITICAL INFORMATION OR TO BE PRESENT AT THE CAPITOL COMPLEX BASED UPON RESULTS ADDRESSED FROM A CRIMINAL BACKGROUND CHECK. SERVICE PROVIDERS SHOULD CONTACT THE WEST VIRGINIA DIVISION OF PROTECTIVE SERVICES BY PHONE AT (304) 558-9911 FOR MORE INFORMATION.						
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							
						TOTAL	

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE

Vendor Name: Greenbrier Motor Co., Inc
 Manufacturer/Brand: Chrysler/Ram
 Model Name & Number: Ram 1500 Quad Cab 4x2

Vehicle Requirements:

Classification:	Standard Pick Up Extended Cab
Drive:	Rear Wheel
Passenger seating:	4 minimum (including driver)
Doors:	4, minimum
Wheelbase:	140 in., minimum
GVWR:	6000 lbs. min, 7500lbs. max.
Engine:	6 cylinder minimum

Additional Requirements:

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline	25	17	\$19,999.00	\$36,763.71
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid				

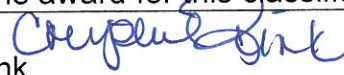
Options:

FOB Dealership: (Deduct)	\$
FOB Other than Metro Charleston - Per Mile	\$ 1.25

*Note - The above delivery "options" above are not evaluated as part of the award.

MV14B		Greenbrier	
Class	Type	Model	Unit Price
5	Gas	Jeep Patriot Sport FWD MKTE74/2FA	\$ 17,418.00
5A	Gas	Jeep Patriot Sport 4x4 MKJE74 2GA	\$ 19,198.00
6	Gas	Jeep Grand Cherokee Larado WKTH74/23A	\$ 23,781.00
6A	Gas	Jeep Grand Cherokee Larado 4x4 WKJH7423A	\$ 25,581.00
6A	Flex Fuel	Jeep Grand Cherokee Larado 4x4 WKJH7423A	\$25,581.00
6B	Diesel	Jeep Grand Cherokee Limited 4x4 WKJP74 27H	\$ 39,531.00
7	Gas	Dodge Durango SSV RWD WDDE75/24X	\$ 27,049.00
7A	Gas	Dodge Durango SSV AWD WDEE75/24X	\$ 28,209.00
8	Gas	Dodge Grand Caravan RTKH53/29E	\$ 20,154.00
8	Flex Fuel	Dodge Grand Caravan RTKH53/29E	\$ 20,154.00
8B	Gas	Ram Cargo Van RTKE53 29C	\$ 18,999.00
8B	Flex Fuel	Ram Cargo Van RTKE53 29C	\$ 18,999.00
13A	Gas	Ram 1500 4x4 Tradesman DS1L61 22B	\$ 20,583.00
13A	Flex Fuel	Ram 1500 4x4 Tradesman DS1L61 22B	\$ 20,583.00
14	Gas	Ram 1500 4x2 Quad Cab	\$ 19,999.00
14A	Gas	Ram 1500 4x4 Tradesman Quadcab DS6L41 22B	\$ 21,783.00
14A	Flex Fuel	Ram 1500 4x4 Tradesman Quadcab DS6L41 22B	\$ 21,783.00
15	Gas	Ram 1500 4x2 Tradesman Crewcab DS1L98 22A	\$ 20,899.00
15	Flex Fuel	Ram 1500 4x2 Tradesman Crewcab DS1L98 22A	\$ 20,899.00
15A	Gas	Ram 1500 4x4 Tradesman Crewcab DS6L98 22B	\$ 22,952.00
15A	Flex Fuel	Ram 1500 4x4 Tradesman Crewcab DS6L98 22B	\$ 22,952.00
15B	Gas	Ram 1500 4x4 Tradesman Crewcab DS6L98 22B	\$ 23,662.00
15B	Flex Fuel	Ram 1500 4x4 Tradesman Crewcab DS6L98 22B	\$ 23,662.00
18	Gas	Ram 2500 4x2 Tradesman Crewcab DJ2L91 26A	\$ 23,362.00
18A	Gas	Ram 2500 4x4 Tradesman Crewcab DJ7L91 26A	\$ 23,471.00
18B	Gas	Ram 2500 4x4 Tradesman Crewcab DJ7L92 26A	\$ 24,792.00

Award Justification

Date: 12/10/2013		Opening Date:	10/16/2013
File Number:	33		
Requisition Number:	MV14B		
Spending Unit:	Purchasing/Statewide Contract		
Awarded to:	Greenbrier	Amount:	Open End
Reason for Award:	Lowest bid that met specifications		
<p>Class 14 vehicle was awarded to Greenbrier Motor Company. Stephens Auto Center provided the lowest bid, but requested that their bid be rejected in accordance with WV Code of State Rules 148-1-6.2.7 for incorrect pricing for vehicle class 14 (Standard Pick Up) per the attached.</p> <p>As a result, Greenbrier Motor Company is the lowest responsible bidder, and received the award for this classification.</p>			
Signature:  Crystal Rink			

Signature: _____

OK
12/11/13

STEPHENS

AUTO CENTER



PO BX 278 – 104 Stephens Drive – Rt. 119 & Lory Rd. – Danville WV 25053
(304) 369-2411 – www.stephensauto.com – 1-800-925-2411

November 26, 2013

Mr. David Tincher, Director
West Virginia Purchasing Division
P.O. Box 50130
Charleston, WV 25305-0130

Mr. Tincher,

Regarding your bid solicitation for statewide contract MV14 for motor vehicles, I am renewing my request to withdraw several of the items for which I bid, and am providing supporting documentation as you pointed out in your letter of November 25, 2013, would be required.

Under Class 6B, for which I bid a Jeep Grand Cherokee, I failed to realize that unlike Classes 6 and 6A, the specifications called for a V8 engine rather than a V6 engine. I priced this vehicle using the V6 engine which costs considerably less than the V8, therefore, to provide the V8 at this cost would cause a considerable monetary loss to my company.

Supporting documentation for Class 6B includes the relevant page from my bid indicating the model and the price, the price confirmation page from Chrysler's ordering system which was used to determine the cost to obtain the Jeep (the difference in this cost and the bid price represents additional costs such as filling the gas tank with fuel, among others, and a markup for profit), the Proposal from Chrysler for the amount of the special bid allowance (two pages), a copy of the order guide for the Jeep Grand Cherokee Laredo WKJH74 which matches the price on the order confirmation and lists only one available engine on that particular model, which is a 3.6L V6 engine, and finally a copy of the order guide for a Limited model WKJP74, which would be required to supply a V8 engine. The additional cost of the V8 engine is \$2,399 and the additional cost to upgrade from the Laredo to the Limited is \$5,824 (\$36,212 – 30,388) totaling \$8,223 in additional cost from my calculations using the V6.

D. W.
ms
12/09/13

Under Class 14, for which I entered two bids, one for a Ford and one for a Ram, I would like to withdraw the Ram bid only. I somehow picked up the Ford price and entered it into the Ram bid page. This price is incorrect and would cause a loss to my company as well. Supporting documentation includes both the Ford and the Ram bid pages that I submitted (as you can see the price is the same), the priced order confirmation from Chrysler indicating the cost of the truck, and the Special Bid Proposal amount related to this truck. The cost of obtaining this truck from the manufacturer is \$497 higher than my bid price and that cost does not include the cost of my requirements to fill the gas tank with fuel, provide a state inspection sticker and temporary tag, deliver the vehicle to surplus property, or the interest cost of waiting for payment of the vehicle.

Under Classes 14C and 15C I would like to withdraw the Ford bid in the CNG/Bifuel category only. These specifications both require a V8 engine. I was not aware at the time of the bid that Ford does not make available a CNG/Bi-fuel prep kit compatible with the V8 engine that allows for conversion of this truck to use this fuel. It is only available in the V6 F150. To convert this truck with the V8 engine could void the Ford warranty. I have enclosed as supporting documentation a copy of my bid pages for both of these Classes, and a communication from Ford Motor Company dated July 31, 2013 announcing to dealers the option that they were adding to the F-150 that would allow for the CNG/Bi-fuel upfit on the 3.7L V6 engine. No mention is made of an option for the V8 engine. I have also enclosed a copy of two pages from the Ford F150 order guide, the first of which indicates the 3.7L CNG prep kit addition, and the second which provides the order code for the prep kit along with restrictions related to using this option. No option appears on this page for a 5.0L V8 engine prep kit.

I trust that this will fully document the reasons for my request for withdrawal, however, I would be most happy to discuss the enclosed documents and/or provide additional documentation if you don't believe the enclosures provide the appropriate foundation for a decision which would remove these bids from MV14.

I look forward to hearing from you.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard Stephens". The signature is fluid and cursive, with a long horizontal flourish at the end.

Richard Stephens
General Manager

REGULAR CAB / SUPERCAB / SUPERCREW®

MAJOR PRODUCT CHANGES

MODEL/SERIES/AVAILABILITY CHANGES

- STX 4x2 and 4x4 145" SuperCrew® on Mid 201A

PACKAGES/OPTIONS ADDED

- **Functional/Powertrain**
 - 3.55 Electronic-locking rear-axle is standard on the Limited, 3.73 Electronic-locking rear-axle is optional
- **Packages**
 - 3.7L CNG/LPG Gaseous Engine Prep Package (68G) on Base and Mid XL, STX and XLT
 - STX Sport Package (86T)
 - Tremor (55T) (FX Regular Cab, 126" WB; requires 3.5L EcoBoost® engine and 66F FX Appearance Package)
 - Tremor Plus Package (61S) (Requires 55T Tremor)
 - Raptor Special Edition Package (66R)
- **Exterior**
 - The standard STX wheel is a 17" Machined-Aluminum that is different than the standard STX wheel in 2013MY
 - Back Up Alarm System (85H) (Fleet Only; NA STX, Limited and Raptor)
 - Black Painted Three-Bar Grille w/Body-Color Surround included in FX Appearance Package (66F)
 - FX Appearance Package (66F) Bodyside Graphics
 - Reverse Sensing (76R) on XL and STX
 - Rear View Camera (76C) on XL and STX
 - HID Headlamps (59H) optional on XLT Mid and Luxury (requires 86X XLT Chrome Package), FX Mid and Lariat Mid
 - Lower Bumper Grille Insert (NA 3.7L, 5.0L, and 6.2L w/Front License Plate Bracket)
- **Exterior Paint Colors**
 - **New Exterior Paint Colors**
 - Sunset Metallic (D7) (NA Tremor (55T) and FX Appearance Package (66F); NA XLT and Lariat with 6.2L engine)
 - **Expanded Exterior Paint Color Availability**
 - Blue Jeans Metallic (N1) (new on Limited)
 - Ingot Silver Metallic (UX) (new on Limited)
 - Ruby Red Metallic Tinted Clearcoat (RR) (Raptor Special Edition Package)
 - **Deleted Exterior Paint Colors**
 - Ruby Red Metallic Tinted Clearcoat (Limited)
- **Interior**
 - Pale Adobe seat color is available with Blue Jeans Metallic exterior paint on Lariat
 - Fade-to-Off Interior Lighting standard on all series
 - Cloth 40/Console/40 Front-Seats w/Manual Driver Lumbar optional on STX Mid 201A (SuperCab/SuperCrew® Only)
 - Trailer Brake Controller (67T) optional on STX 201A Mid Array
 - Passenger manual lumbar standard on XLT
 - Leather 40/Console/40 Front-Seats w/6-way power adjuster (driver's side only) (req. 86X XLT Chrome Pkg.) optional on XLT
 - Kicker Subwoofer (94K) optional STX, XLT, FX, and Lariat (NA Sony® Audio on FX and Lariat)
 - Rear Fixed Window with Privacy Tint on XL (Fleet Only)
 - Raptor Seats: Brick Red Bolsters with Black Seat Inserts (included with 66R Raptor Special Edition Package)

PACKAGES/OPTIONS CHANGED

- Added standalone option availability of 41H Engine Block Heater to STX, Limited and Raptor. The feature has been available on all series per the Engine Block Heater section on the Packaged Options and Emissions page and now the Equipment Group pages align with that.
- Crew Chief™ (Telematics) Powered by Telogis® (47C) restriction with Mid-Box Prep Package has been deleted

PACKAGES/OPTIONS CHANGED (continued)

- Mid-Box Prep Package (55M) is no longer Fleet Only on XL Base and Mid and on XLT Mid. The vendor has changed to CASECO Truck Body.

LATEST ORDER GUIDE UPDATES

- **Added:** Rule to T2G tire on XLT, Lariat and King Ranch® Equipment Group pages to align with 55A Off-Road Package on Packaged Options/Emissions page
- **Revised:** 6.2L engine requirements on Lariat

Product Changes and Features Availability

Features, options and package content subject to change. Please check www.fmcdealer.com or Dealer eStore for the most current information.

★ = New for this model year

10/01/13

2014 F-150
REGULAR CAB / SUPERCAB / SUPERCREW® – XL SERIES
EQUIPMENT GROUP

PROPRIETARY

Series	Option Code	F-150 XL	
Regular Cab 4x2 – 6.5' Box	126"	F1C	F1C
Regular Cab 4x4 – 6.5' Box	126"	F1E	F1E
Regular Cab 4x2 – 8.0' Box	145"	F1C	F1C
Regular Cab 4x4 – 8.0' Box	145"	F1E	F1E
SuperCab 4x2 – 6.5' Box	145"	X1C	X1C
SuperCab 4x4 – 6.5' Box	145"	X1E	X1E
SuperCab 4x2 – 8.0' Box	163"	X1C	X1C
SuperCab 4x4 – 8.0' Box	163"	X1E	X1E
SuperCrew® 4x2 – 5.5' Box	145"	W1C	W1C
SuperCrew® 4x4 – 5.5' Box	145"	W1E	W1E
SuperCrew® 4x2 – 6.5' Box	157"	W1C	W1C
SuperCrew® 4x4 – 6.5' Box	157"	W1E	W1E
3.7L V6 FFV (NA w/157" or 163" WB)	99M	S-1,2 S-3(4x2)	S-1,2 S-3(4x2)
5.0L V8 FFV (Standard w/157" or 163" WB)	99F	S-3(4x4) O-1,2 O-3(4x2)	S-3(4x4) O-1,2 O-3(4x2)
3.5L V6 EcoBoost® (NA w/Regular Cab 126" WB)	99T	O	O
Electronic 6-speed Automatic Transmission w/Tow/Haul Mode	446	S	S
Equipment Group	Option Code	Base 100A	Mid 101A
Included in Equipment Group			
Power Equipment Group • Power Locks w/Integrated Key Transmitter keyless-entry (includes Autolock), Power Windows, Power Mirrors, Perimeter Alarm, Illuminated Entry		S-3	I
XL Plus Package • AM/FM Stereo/Single-CD Player w/Clock, Cruise Control, MyKey® owner controls feature			I
XL Décor Group • Chrome Front & Rear Bumpers, Cloth 40/20/40 front-seat			I
Communications Package • SYNC®, Steering Wheel Audio Controls			I
Trailer Tow Package • Class IV hitch receiver, 7-pin wiring harness upgraded radiator, SelectShift® Automatic Transmission, Transmission oil cooler			I
Free Standing Packages (See Packaged Options/Emissions pages for complete content and restrictions)			
Power Equipment Group (Std. SuperCrew®)	85A	O-1,2	
XL Plus Package	61X	O	
Heavy-Duty Payload Package (req. 5.0L w/535 Trailer Tow Pkg. or 3.5L EcoBoost® w/Max Trailer Tow Pkg.)	627	O	O
Trailer Tow Package	535	O	
Max Trailer Tow Package – Manual Mirror (manual telescoping/manual-folding w/manual glass)	60M	O-1,2	
Max Trailer Tow Package – Manual/Power Mirror (manual telescoping/manual-folding w/power glass)	60P	O	O
Mid-Box Prep Package (req. Regular Cab 145" WB or SuperCab 163" WB; SuperCab 163" WB requires 627 Heavy-Duty Payload)	55M	O	O
★3.7L CNG/LPG Gaseous Engine Prep Package	68G	O-1,2 O-3 (4x2)	O-1,2 O-3 (4x2)
Free Standing Options			
Axle Upgrade (See Axle Availability Chart for details)	***	O	O
P255/65R17 OWL All-Season Tire(s) (A/S) (4) 4x2 (spare tire – OWL All-Season Tire(s) (A/S)) (opt. on Regular Cab/SuperCab; Std. SuperCrew®)	T73	S-3 F-1,2	S-3 O-1,2
P265/70R17 OWL All-Terrain Tire(s) (A/T) (4) 4x4 (spare tire – OWL All-Terrain Tire(s) (A/T)) (opt. on Regular Cab/SuperCab; Std. SuperCrew®)	T7H	S-3 F-1,2	S-3 O-1,2
17" Machined Aluminum Wheels w/Painted Accents (NA with T7E tire)	64F	F	O
17" 7-Lug Aluminum Wheels (opt. w/627 Heavy-Duty Payload Pkg.)	64W	F	O

★ = New for this model year

I = Regular Cab only, 2 = SuperCab only, 3 = SuperCrew® only

I = Included in Equipment Group, S = Standard, O = Optional, P = Packaged Option, F = Fleet Only Option

CLASS 6B - AUTOMOBILE - (Department of Environmental Protection Specifications)

Vendor Name: Stephens Auto Center
 Manufacturer/Brand: Jeep
 Model Name & Number: Grand Cherokee WKJH74

Vehicle Requirements:

Classification: Mid Size Utility

Drive: 4 Wheel/All Wheel with High and Low Range

Passenger seating: 5 minimum (including driver)

Doors: 4, minimum

Wheelbase: 109 in., minimum

GVWR: 6100 lbs. min, 6510 lbs. max.

Engine: 8 cylinder

Off Road Package: Includes but not limited to: Limited Slip rear, axle tack lok differential, heavy duty engine cooling, skid plates, heavy duty suspension with gas shocks, front & rear tow hooks and all terrain tires.

Tow Package: Installed Hitch & Wiring

Slush/All-Weather Mats: Installed: Driver, Passenger, Cargo Areas

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline	24	17	\$28,117.00	\$45,350.46
Flex-fuel	18	13	\$28,117.00	\$50,953.54
Diesel				
CNG/Bifuel				
Hybrid				

Options:

FOB Dealership: (Deduct) \$ 10.00

FOB Other than Metro Charleston - Per Mile \$ 1.49

*Note - The above delivery "options" above are not evaluated as part of the award.

CLASS 14 - AUTOMOBILE

Vendor Name: Stephens Auto Center
 Manufacturer/Brand: Ford
 Model Name & Number: F150 X1C

Vehicle Requirements:

Classification:	Standard Pick Up Extended Cab
Drive:	Rear Wheel
Passenger seating:	4 minimum (including driver)
Doors:	4, minimum
Wheelbase:	140 in., minimum
GVWR:	6000 lbs. min, 7500lbs. max.
Engine:	6 cylinder minimum

Additional Requirements:

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline				
Flex-fuel	17	12	\$19,475.00	\$43,831.62
Diesel				
CNG/Bifuel				
Hybrid				

Options:

FOB Dealership: (Deduct)	\$	10.00
FOB Other than Metro Charleston - Per Mile	\$	1.49

*Note - The above delivery "options" above are not evaluated as part of the award.

2014	RAM 1500 REG TRADESMAN / EXPRESS 4X4 5.7L V8	DS6L61, DS6L62	06/10/2013	5800	12/31/2014
2014	RAM 1500 REG SLT/LARAMIE/SPORT/ RT 4X2 3.6L V6 FFV	DS1E61, DS1H61, DS1H62	06/10/2013	3000	12/31/2014
2014	RAM 1500 REG SLT/LARAMIE/SPORT/ RT 4X2 5.7L V8	DS1E61, DS1H61, DS1H62, DS1S61	06/10/2013	3000	12/31/2014
2014	RAM 1500 REG SLT/LARAMIE/SPORT/ RT 4X4 3.6L V6 FFV	DS6H61, DS6H62	06/10/2013	5300	12/31/2014
2014	RAM 1500 REG SLT/LARAMIE/SPORT/ RT 4X4 5.7L V8	DS6H61, DS6H62, DS6S61	06/10/2013	5300	12/31/2014
2014	RAM 1500 CREW TRADESMAN/EXPRES S 4X2 3.6L V6 FFV	DS1L98	06/10/2013	7550	12/31/2014
2014	RAM 1500 CREW TRADESMAN/EXPRES S 4X2 5.7L V8	DS1L91, DS1L98	06/10/2013	7500	12/31/2014
2014	RAM 1500 CREW TRADESMAN/EXPRES S 4X4 3.6L V6 FFV	DS6L98	06/10/2013	8200	12/31/2014
2014	RAM 1500 CREW TRADESMAN/EXPRES S 4X4 5.7L V8	DS6L91, DS6L98	06/10/2013	8700	12/31/2014
2014	RAM 1500 CREW SLT/LARAMIE/SPORT 4X2 3.6L V6	DS1H98	06/10/2013	7500	12/31/2014
2014	RAM 1500 CREW SLT/LARAMIE/SPORT 4X2 5.7L V8	DS1H91, DS1H98, DS1P91, DS1P98, DS1R91, DS1R98, DS1S91, DS1S98	06/10/2013	7700	12/31/2014
2014	RAM 1500 CREW SLT/LARAMIE/SPORT 4X4 3.6L V6 FFV	DS6H98	06/10/2013	8300	12/31/2014
2014	RAM 1500 CREW SLT/LARAMIE/SPORT 4X4 5.7L V8	DS6H91, DS6H98, DS6P91, DS6P98, DS6R91, DS6R98, DS6S91, DS6S98	06/10/2013	8500	12/31/2014
2014	RAM 1500 CREW SSV 4X4 5.7L V8	DS6T98	08/08/2013	9600	12/31/2014
2014	RAM 1500 QUAD TRADESMAN/EXPRES S 4X2 3.6L V6 FFV	DS1L41	06/10/2013	6400	12/31/2014
2014	RAM 1500 QUAD TRADESMAN/EXPRES S 4X2 5.7L V8	DS1L41	06/10/2013	6500	12/31/2014

CLASS 14C - AUTOMOBILE - (Department of Environmental Protection Specifications)

Vendor Name: Stephens Auto Center
 Manufacturer/Brand: Ford
 Model Name & Number: F150 X1E

Vehicle Requirements:

Classification:	Standard Pick Up Extended Cab
Drive:	4 Wheel/All wheel with Hi/Lo Range
Passenger seating:	4 minimum (including driver)
Doors:	4, minimum
Wheelbase:	157 in., minimum
GVWR:	6275 lbs. min, 7350 lbs. max.
Engine:	8 cylinder
Off Road Package:	Includes but not limited to: Limited Slip rear, axle tack lok differential, heavy duty engine cooling, skid plates, heavy duty suspension with gas shocks, front & rear tow hooks and all terrain tires.
Tow Package:	Installed Hitch & Wiring
Slush/All weather Mats	Installed on driver and passenger front and second row
Bed:	Long, with installed drop- in liner.
Sliding rear window:	Installed

Additional Requirements:

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline	19	14	\$24,789.00	\$46,288.06
Flex-fuel	14	10	\$24,789.00	\$54,253.29
Diesel				
CNG/Bifuel	<i>withdrawn N/A SOL</i>		\$38,207.00	#DIV/0!
Hybrid				

Options:

FOB Dealership: (Deduct)	\$ 10.00
FOB Other than Metro Charleston - Per Mile	\$ 1.49

*Note - The above delivery "options" above are not evaluated as part of the award.

CLASS 15C - AUTOMOBILE - (Department of Environmental Protection Specifications)

Vendor Name: Stephens Auto Center
 Manufacturer/Brand: Ford
 Model Name & Number: F150 W1E

Vehicle Requirements:

Classification: Standard Pick Up Crew Cab
 Drive: 4 Wheel/All Wheel with High & Low Range
 Passenger seating: 4 minimum (including driver)
 Doors: 4 full doors, minimum
 Wheelbase: 149 in., minimum
 GVWR: 6800 lbs. min, 7350 lbs. max.
 Engine: 8 Cylinder

Off Road Package: Includes but not limited to: Limited Slip rear, axle tack lok differential, heavy duty engine cooling, skid plates, heavy duty suspension with gas shocks, front & rear tow hooks and all terrain tires.

Tow Package: Installed Hitch & Wiring
 Bed: Long bed with drop-in bedliner
 Sliding Rear Window: Installed

Additional Requirements:

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:

Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline				
Flex-fuel	14	10	\$26,971.00	\$56,435.29
Diesel				
CNG/Bifuel	<i>withdram - NA 5.0L</i>		\$40,389.00	#DIV/0!
Hybrid				

Options:

FOB Dealership: (Deduct) \$ 10.00
 FOB Other than Metro Charleston - Per Mile \$ 1.49

*Note - The above delivery "options" above are not evaluated as part of the award.

Publish Date: July 31, 2013 **Due Date (If Applicable):** N/A
Information: EFC02352 New for 14MY F-150: 3.7L Gaseous Fuel Prep (GFP) Engine
Target Dealer Group: All Ford Dealerships
Target Audience: Dealer Principals, Sales Managers, Sales Consultants
Target Dept(s): New Sales CPO/Used Sales Fleet Sales Finance Parts Service

ACTION REQUESTED

- New for 14MY, a 3.7L Gaseous Fuel Prep (GFP) engine option (68G) will be offered to support CNG (Natural Gas) or LPG (Propane). The 68G option will be available concurrent with the 14MY F-150 Order Bank Open date of August 14th.
- Primary customers for Natural Gas, or Propane, upfits on the 3.7L F-150 are Commercial and Government customers.

SUMMARY

The 68G GFP option on the 3.7L engine will provide hardened valves, hardened valve seats, updated pistons and rings. These engine enhancements are required for any CNG, or LPG, upfit that is done by our Qualified Modifiers on the 3.7L F-150.

QUESTIONS

For questions on our Alternative Fuel and Advanced Technology offerings and Order to Delivery steps/process, please refer to our Alternative Fuel Buyers Guide at:

<https://www.fleet.ford.com/truckbbas/index.htm>

CLASS 14 - AUTOMOBILE

Vendor Name: Stephens Auto Center
 Manufacturer/Brand: Ram
 Model Name & Number: 1500 DS1L41

Vehicle Requirements:

Classification:	Standard Pick Up Extended Cab
Drive:	Rear Wheel
Passenger seating:	4 minimum (including driver)
Doors:	4, minimum
Wheelbase:	140 in., minimum
GVWR:	6000 lbs. min, 7500lbs. max.
Engine:	6 cylinder minimum

Additional Requirements:

The vehicle bid shall include the standard equipment requirements as required in section 3.1.1.1 of the specification.

Vendor Bid Response:				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline	25	17	\$19,475.00	\$36,239.71
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid				

Options:

FOB Dealership: (Deduct)	\$ 10.00
FOB Other than Metro Charleston - Per Mile	\$ 1.49

*Note - The above delivery "options" above are not evaluated as part of the award.

STEPHENS AUTO CENTER
 104 STEPHENS DR
 DANVILLE, WV 25053

Configuration Preview

Date Printed: 2013-09-12 4:49 PM
 Estimated Ship Date:

VIN:
 VON:

Quantity: 1
 Status: BA - Pending order
 FAN 1: 22898 STATE OF WEST VIRGINIA
 FAN 2:
 Client Code:
 Bid Number: TB4098
 PO Number:

Sold to:
 STEPHENS AUTO CENTER (67323)
 104 STEPHENS DR
 DANVILLE, WV 25053

Ship to:
 STEPHENS AUTO CENTER (67323)
 104 STEPHENS DR
 DANVILLE, WV 25053

Vehicle: 2014 1500 TRADESMAN / EXPRESS QUAD CAB 4X2 (140 in WB 6 FT 4 IN box) (DS1L41)

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	DS1L41	1500 TRADESMAN / EXPRESS QUAD CAB 4X2 (140 in WB 6 FT 4 IN box)	28,895	27,087
Package:	22B	Customer Preferred Package 22B	0	0
	ERB	3.6L V6 FFV 24V VVT Engine	0	0
	DFL	8-Spd Auto 845RE Trans (Make)	0	0
Paint/Seat/Trim:	PX8	Black Clear Coat	0	0
	APA	Monotone Paint	0	0
	*TX	HD Vinyl 40/20/40 Split Bench Seat	0	0
	-X8	Black/Diesel Gray	0	0
	Options:	4DH	Prepaid Holdback	0
	4ES	Delivery Allowance Credit	0	-288
	MAF	Marketing Advertising Fund	0	-830
	GXM	Remote Keyless Entry with All-Secure	190	162
	4FM	Fleet Option Editor	0	0
	4FT	Fleet Sales Order	0	0
	135	Zone 35-Washington	0	0
	4EA	Sold Vehicle	0	0
Non Equipment:	4FA	Special Bid-Ineligible For Incentive	0	0
Bid Number:	TB4098	Government Incentives	0	-6,400
Discounts:	YGE	5 Additional Gallons of Gas	0	19
	XKN	Flex Fuel Vehicle	0	0
Destination Fees:			1,095	1,095
Total Price:			<u>30,180</u>	<u>19,972</u>

Order Type: Fleet
 Scheduling Priority: 1 - Sold Order
 Customer Name:
 Customer Address:

PSP Month/Week:
 Build Priority:

99 not applicable +6,400
 26,372
 special bid allowance - 6,400
 19,972

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.