



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

State of West Virginia  
**Master Agreement**

Order Date: 2018-03-22

CORRECT ORDER NUMBER  
 MUST APPEAR ON ALL PACKAGES,  
 INVOICES, AND SHIPPING PAPERS.  
 QUESTIONS CONCERNING THIS  
 ORDER SHOULD BE DIRECTED TO  
 THE DEPARTMENT CONTACT.

Order Number: CMA 0212 0212 MV18D	Procurement Folder: 387423
Document Name: Change Order No. 2: MV18D Stephens Auto Center	Reason for Modification:
Document Description: Original Folder No.: 373103	CO#2: To remove the Class 3A Cherokee Trailhawk from the contract effective 03/02/2018. No Other Changes.
Procurement Type: Central Master Agreement	
Buyer Name: Mark A Atkins	
Telephone: (304) 558-2307	
Email: mark.a.atkins@wv.gov	
Shipping Method: Best Way	Effective Start Date: 2017-11-01
Free on Board: FOB Dest, Freight Prepaid	Effective End Date: 2018-10-31

VENDOR	DEPARTMENT CONTACT
Vendor Customer Code: 000000199714 STEPHENS AUTO CENTER PO BOX 278  DANVILLE WV 25053278  US Vendor Contact Phone: (999) 999-9999 Extension: Discount Percentage: 0.0000 Discount Days: 0	Requestor Name: Mark A Atkins Requestor Phone: (304) 558-2307 Requestor Email: mark.a.atkins@wv.gov

INVOICE TO	SHIP TO
ALL STATE AGENCIES  VARIOUS LOCATIONS AS INDICATED BY ORDER  No City WV 99999  US	STATE OF WEST VIRGINIA  VARIOUS LOCATIONS AS INDICATED BY ORDER  No City WV 99999  US

Total Order Amount	Open End
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**AGENCY COPY**

<i>MA 03/22/2018</i> <b>PURCHASING DIVISION AUTHORIZATION</b> SIGNED BY: <i>Tara Lytle</i> DATE: <i>MAR 23 2018</i> ELECTRONIC SIGNATURE ON FILE	<b>ATTORNEY GENERAL APPROVAL AS TO FORM</b> SIGNED BY: <i>[Signature]</i> DATE: <i>3/27/18</i> ELECTRONIC SIGNATURE ON FILE	<b>ENCUMBRANCE CERTIFICATION</b> SIGNED BY: <i>Beverly Tolson</i> DATE: <i>MAR 27 2018</i> ELECTRONIC SIGNATURE ON FILE
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**Extended Description:**

Change Order No. 2:

CO#2 is issued to remove the Class 3A Cherokee Trailhawk from the contract due to the manufacturer build-out of the 2018 models and the 2019 not available.

Revised pricing pages are attached.

Effective Date: 03/02/2018

All provisions of the original contract and subsequent change orders not modified herein shall remain in full force and effect.

NO OTHER CHANGES

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	25100000			EA	\$0.000000
	<b>Service From</b>	<b>Service To</b>			

Commodity Line Description: MV18 - 2018 or LATEST MODEL VEHICLE

**Extended Description:**

MV18 - 2018 or LATEST MODEL VEHICLE:

See attached pricing page(s) for contract pricing.

## Atkins, Mark A

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**From:** Richard Stephens <sac.rstephens@gmail.com>  
**Sent:** Friday, March 02, 2018 1:55 PM  
**To:** Atkins, Mark A  
**Cc:** Yoakum, Kenny H; Farmer, Becky C; 'Mike Ballard'  
**Subject:** class 3A MV18

All,  
Please be advised that the Class 3A Cherokee Trailhawk is no longer available as a 2018 model and will not be available as a 2019 model under the MV18 statewide contract pricing. Thank you.

Richard Stephens



[www.stephensauto.com](http://www.stephensauto.com)

304-369-2411

**Class 1A - Automobile  
Compact Sedan or Hatchback**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** Ford  
**Model Name & Number:** Focus P3F

**Vehicle Requirements:**

**Classification:** Compact Sedan or Hatchback  
**Drive:** Front Wheel  
**Passenger seating:** 5 (including driver)  
**Doors:** 4, minimum - 5 maximum  
**Wheelbase:** 104 in., minimum  
**GVWR:** 3,800 lbs. min.  
4,000 lbs. max  
**Engine:** 4 cylinder minimum

**Additional Requirements:**

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

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline				
Flex-fuel	28	20	\$15,436.00	\$26,239.57
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 1B - Automobile  
Mid Size Sedan**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** Ford  
**Model Name & Number:** Fusion P0G and P0U

**Vehicle Requirements:**

**Classification:** Mid Size Sedan  
**Drive:** Front Wheel  
**Passenger seating:** 5 (including driver)  
**Doors:** 4, minimum  
**Wheelbase:** 107 in., minimum  
**GVWR:** 4,100 lbs. min  
4,650 lbs. max  
**Engine:** 4 cylinder minimum

**Additional Requirements:**

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

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline				
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid	41	43	\$23,135.00	\$29,764.33

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 2 - Automobile  
Large Sedan**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** FCA Dodge  
**Model Name & Number:** Charger LDDM48

**Vehicle Requirements:**

**Classification:** Large Sedan  
**Drive:** Front Wheel or Rear Wheel  
**Passenger seating:** 5 (including driver)  
**Doors:** 4, minimum  
**Wheelbase:** 111 in., minimum  
**GVWR:** 4,900 lbs. min  
5,300 lbs. max  
**Engine:** 4 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	30	19	\$20,506.00	\$30,999.42
Flex-fuel	22	14	\$20,506.00	\$34,791.71
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 3 - Automobile  
Compact Utility**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** FCA Jeep  
**Model Name & Number:** Renegade BUJL74

**Vehicle Requirements:**

**Classification:** Compact Utility  
**Drive:** 4 Wheel/All Wheel  
**Passenger seating:** 5 (including driver)  
**Doors:** 4, minimum  
**Wheelbase:** 100 in., minimum  
**GVWR:** 4350 lbs. min,  
5600 lbs. max.  
**Engine:** 4 cylinder minimum

**Additional Requirements:**

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

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline				
Flex-fuel	23	16	\$19,555.00	\$32,819.27
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 4 - Automobile  
Mid Size Utility**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** Ford  
**Model Name & Number:** Explorer K8B

**Vehicle Requirements:**

**Classification:** Mid Size Utility  
**Drive:** 4 Wheel/All Wheel  
**Passenger seating:** 5 minimum (including driver)  
**Doors:** 4, minimum  
**Wheelbase:** 109 in., minimum  
**GVWR:** 6100 lbs. min,  
7300 lbs. 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.

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline				
Flex-fuel	17	12	\$27,036.00	\$44,897.52
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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



**Class 4 - Automobile  
Mid Size Utility**

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

**Vehicle Requirements:**

**Classification:** Mid Size Utility  
**Drive:** 4 Wheel/All Wheel  
**Passenger seating:** 5 minimum (including driver)  
**Doors:** 4, minimum  
**Wheelbase:** 109 in., minimum  
**GVWR:** 6100 lbs. min,  
7300 lbs. 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.

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline	25	18	\$25,832.00	\$37,901.44
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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



**Class 5 - Automobile  
Mini Van**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** FCA Dodge  
**Model Name & Number:** Grand Caravan RTKH53

**Vehicle Requirements:**

**Classification:** Mini Van  
**Drive:** Front Wheel or Rear Wheel  
**Passenger seating:** 7 minimum (including driver)  
**Doors:** Minimum: 1 driver front, 1 passenger front, 1 driver sliding rear, 1 passenger sliding rear, 1 back  
**Wheelbase:** 121 in., minimum  
**GVWR:** 4,900 lbs. min, 6,075 lbs. max.  
**Engine:** 6 cylinder minimum  
**Passenger AC/Heat rear:** Installed  
**Side Air bags:** Installed  
**Slush/All-Weather Mats:** Installed: Driver, Passenger, Cargo Areas

**Additional Requirements:**

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

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline	25	17	\$20,928.00	\$33,222.12
Flex-fuel	18	12	\$20,928.00	\$38,115.50
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 8 - Automobile  
Standard Pick Up Reg Cab**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** Ford  
**Model Name & Number:** F150 F1C

**Vehicle Requirements:**

**Classification:** Standard Pick Up Reg Cab  
**Drive:** Rear Wheel  
**Passenger seating:** 2 minimum (including driver)  
**Doors:** 2, minimum  
**Wheelbase:** 119 in., minimum  
**GVWR:** 6000 lbs. min,  
6650 lbs. 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.

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline				
Flex-fuel	19	14	\$20,482.00	\$36,247.98
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 8 - Automobile  
Standard Pick Up Reg Cab**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** FCA Ram  
**Model Name & Number:** 1500 DS1L61

**Vehicle Requirements:**

**Classification:** Standard Pick Up Reg Cab  
**Drive:** Rear Wheel  
**Passenger seating:** 2 minimum (including driver)  
**Doors:** 2, minimum  
**Wheelbase:** 119 in., minimum  
**GVWR:** 6000 lbs. min,  
6650 lbs. 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.

<b>Vendor Bid Response:</b>				
<b>Vehicle fuel type</b>	<b>EPA HIGHWAY MPG Rating</b>	<b>EPA CITY MPG Rating</b>	<b>Unit Price</b>	<b>Total Life Cycle Cost</b>
Gasoline	25	17	\$18,628.00	\$30,922.12
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 9 - Automobile  
Standard Pick Up Extended Cab**

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

**Vehicle Requirements:**

<b>Classification:</b>	Standard Pick Up Extended Cab
<b>Drive:</b>	4 Wheel/All wheel with Hi/Lo Range
<b>Passenger seating:</b>	4 minimum (including driver)
<b>Doors:</b>	4, minimum
<b>Wheelbase:</b>	140in., minimum
<b>GVWR:</b>	6275 lbs. min, 7350 lbs. max.
<b>Engine:</b>	Minimum 8 Cylinder for gasoline and Minimum 6 cylinder for diesel
<b>Off Road Package:</b>	Includes but not limited to: Limited Slip rear axle, traction lock differential, heavy duty engine cooling, skid plates, heavy duty suspension with gas shocks, tow hooks and all terrain tires.
<b>Tow Package:</b>	Installed Hitch & Wiring
<b>Slush/All weather Mats</b>	Installed on driver and passenger front and second row, except where vinyl floor covering is present.
<b>Bed:</b>	Short, with installed drop-in liner.
<b>Sliding rear window:</b>	Not required.

**Additional Requirements:**

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

<b>Vendor Bid Response:</b>				
Vehicle fuel type	EPA HIGHWAY MPG Rating	EPA CITY MPG Rating	Unit Price	Total Life Cycle Cost
Gasoline				
Flex-fuel	16	11	\$26,661.00	\$45,801.63
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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

**Class 10 - Automobile  
Standard Pick Up Crew Cab**

**Vendor Name:** Stephens Auto Center  
**Manufacturer/Brand:** FCA Ram  
**Model Name & Number:** 1500 DS6L91

**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:** Minimum 8 Cylinder for gasoline and Minimum 6 cylinder for diesel

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

**Tow Package:** Installed Hitch & Wiring

**Bed:** Long bed with drop-in bedliner

**Sliding Rear Window:** Not Required

**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	21	15	\$27,085.00	\$41,489.76
Flex-fuel				
Diesel				
CNG/Bifuel				
Hybrid				

**Options:**

FOB Dealership: (Deduct) \$  
 FOB Other than Metro Charleston - Per Mile \$ 1.79

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