



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

# Request for Quotation

RFQ NUMBER  
 AGR1213

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 304-558-2596

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

**JIM ROBINSON FORD**  
**95 ROBINSON DRIVE**  
**TRIADELPHIA, WV 26059**

SHIP TO

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
 CHARLESTON, WV  
 25312 304-558-2221

DATE PRINTED 12/01/2011	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 12/21/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	23	EA		070-06-02-000	\$ 20,479. <sup>00</sup>	\$ 61,437. <sup>00</sup>
	2012 FORD FUSION	SE		4 DOOR	EACH	FOR 3

REQUEST FOR QUOTATION

THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF AGRICULTURE, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH (3) FORD FUSION MID-SIZE SEDANS (OR EQUAL) PER THE ATTACHED SPECIFICATIONS.

DELIVERY MUST BE WITHIN 60 DAYS OF RECEIPT OF ORDER.

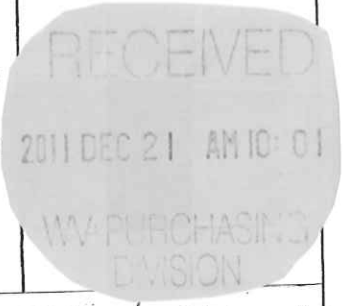
TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV.

DEADLINE FOR TECHNICAL QUESTIONS IS 11/12/2011 AT THE CLOSE OF BUSINESS.

ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLINE HAS LAPSED.

VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RFQ BY FORMAL WRITTEN ADDENDUM IS BINDING.

NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS



SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 304-233-8000	DATE 12/19/2011
TITLE PRESIDENT	FEIN 55-076-5064	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS**  
**REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

**JIM ROBINSON FORD**  
**95 ROBINSON DRIVE**  
**TRIADDELPHIA, WV 26059**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for those services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
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13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at [www.state.wv.us/admin/purchase/vrc/hipaa.html](http://www.state.wv.us/admin/purchase/vrc/hipaa.html) and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
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16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia  
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**95 ROBINSON DRIVE**  
**TRIADELPHIA, WV 26059**

SHIP TO

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
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BID OPENING DATE: 12/21/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>PERMITTED. VIOLATION MAY RESULT IN REJECTION OF THE BID. THE STATE BUYER NAMED ABOVE IS THE SOLE CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.: <i>AGR-1213</i> .....</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 <i>JRF</i> .....</p> <p>NO. 2 .....</p> <p>NO. 3 .....</p> <p>NO. 4 .....</p> <p>NO. 5 .....</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE</p>						

SIGNATURE <i>JRF</i>		SEE REVERSE SIDE FOR TERMS AND CONDITIONS		TELEPHONE 304-233-8000	DATE 12/19/2011
TITLE PRESIDENT	FEIN 55-076-5064	ADDRESS CHANGES TO BE NOTED ABOVE			

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 Department of Administration  
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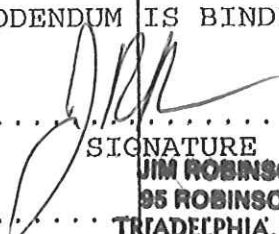
**JIM ROBINSON FORD**  
**95 ROBINSON DRIVE**  
**TRIADELPHIA, WV 26059**

SHIP TO

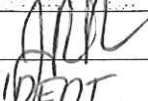
DEPARTMENT OF AGRICULTURE  
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">             SIGNATURE  <b>JIM ROBINSON FORD</b>  <b>95 ROBINSON DRIVE</b>  <b>TRIADELPHIA, WV 26059</b>            COMPANY         </p> <p style="text-align: center;">           12/19/2011            DATE         </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">             DEPARTMENT OF ADMINISTRATION              PURCHASING DIVISION              BUILDING 15              2019 WASHINGTON STREET, EAST              CHARLESTON, WV 25305-0130           </p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 304-233-8000	DATE 12/19/2011
TITLE PRESIDENT	FEIN 55-076-5064	ADDRESS CHANGES TO BE NOTED ABOVE

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**RFQ# AGR1213**  
**Cost Sheet****JIM ROBINSON FORD**  
**95 ROBINSON DRIVE**  
**TRIADDELPHIA, WV 26059**

Item Description	Unit Cost	Est. Qty.	Extended Cost
2012 Ford Fusion Mid Size Sedan (Or Equal)	\$ 20,479.00	3	\$ 61,437.00

**\*\*Vehicles must be delivered within 60 days of receipt of Purchase Order.**

JIM ROBINSON FORD  
95 ROBINSON DRIVE  
TRIADELPHIA, WV 26059

AGR1213

RFQ No. \_\_\_\_\_

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**EXCEPTION:** The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: Jim Robinson Ford - Lincoln, Inc.

Authorized Signature: [Signature] Date: 12/19/2011

State of West Virginia

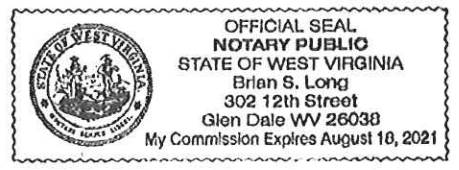
County of Marshall, to-wit:

Taken, subscribed, and sworn to before me this 19<sup>th</sup> day of December, 2011.

My Commission expires 8-18-2021, 20  .

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]



26059 State of West Virginia  
**VENDOR PREFERENCE CERTIFICATE**

**JIM ROBINSON FORD**  
**95 ROBINSON DRIVE**  
**TRIADELPHIA, WV 26059**

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
- 2. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 3. **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 4. **Application is made for 5% resident vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
- 5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
- 6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during **JIM ROBINSON FORD** act, Bidder will notify the Purchasing Division in writing immediately.

Bidder: 95 ROBINSON DRIVE TRIADELPHIA, WV 26059

Signed: 

Date: 12/19/2011

Title: President

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



**RFQ#: AGR1213**

**Specifications**

(3) 2012 Ford Fusion Mid-Size Sedan (or Equal)

The vehicles shall have the following requirements:

- Engine V6, Automatic Transmission
- Tilt Wheel & Cruise Control
- Keyless Entry
- Power Windows and Locks
- Front Wheel Drive
- AM/FM/CD Player
- Front and Side Air Bags
- Slush/All Weather Mats
- Preferred Colors: White, Dark Blue, Silver, Charcoal
- Power Steering
- Power Breaks
- Cloth Seats
- Front License Plate

***The vehicles must be delivered to the Agency within 60 days of the receipt of the order.***

Vendors Bidding Alternate Models should include the manufacturer, model number, and detailed literature to demonstrate adherence to the above mandatory requirements.

Manufacturer: FORD

Model: FUSION SE ADR # POH

Literature Included: Yes X No



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ADDRESS CORRESPONDENCE TO ATTENTION OF  
 KRISTA FERRELL  
 304-558-2596

\*916083402 304-233-8000  
 JIM ROBINSON FORD LINCOLN MERC  
 95 ROBINSON DR

TRIADELPHIA WV 26059  
 304-218-2260

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
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ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO ANSWER ALL TECHNICAL QUESTIONS SUBMITTED IN ACCORDANCE WITH THE PROVISIONS OF THE ORIGINAL REQUEST FOR QUOTATION (AGR1208)						
BID OPENING DATE REMAINS: 12/21/2011						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 1 *****						
0001		BA		070-06-02-000		
	2					
	2012 FORD FUSION					
***** THIS IS THE END OF RFQ AGR1213 ***** TOTAL:						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>JLR</i>	TELEPHONE 304-233-8000	DATE 12/19/2011
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**RFQ#: AGR1213**  
**Addendum No. 1**  
**Technical Question and Answers**

Q: The RFQ requires delivery with 60 days of receipt of order. While we cannot guarantee delivery dates for vehicles we order from the manufacturer, we believe that all of the vehicles could be delivered within or very near to this time frame. May we bid the vehicles with expectation, but not guaranteeing the delivery date.

A: Delivery must be guaranteed within 80 Days of the receipt of the Purchase Order. Vendor must specify anticipated time of delivery with bid.

Prepared By:  
administrator

**JIM ROBINSON FORD  
95 ROBINSON DRIVE  
TRIADELPHIA, WV 26059**

2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

***PRICING SUMMARY***

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

PRICING SUMMARY - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

	<u>MSRP</u>
Base Price	\$22,900.00
Total Options:	\$1,670.00
Vehicle Subtotal	\$24,570.00
Advert/Adjustments	\$0.00
Destination Charge	\$795.00
<b>GRAND TOTAL</b>	<b>\$25,365.00</b>

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **SELECTED MODEL & OPTIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

#### SELECTED MODEL - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
P0H	2012 Ford Fusion 4dr Sdn SE FWD	\$22,900.00

#### SELECTED VEHICLE COLORS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

<u>Code</u>	<u>Description</u>
-	Interior: No color has been selected.
-	Exterior 1: No color has been selected.
-	Exterior 2: No color has been selected.

#### SELECTED OPTIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

##### CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
EMISSIONS		
—	STANDARD EMISSIONS	\$0.00
ENGINE		
99G	3.0L 24V V6 DURATEC FLEX FUEL ENGINE	\$1,595.00
SERIES ORDER CODE		
200A	200A EQUIPMENT GROUP ORDER CODE -inc: base vehicle	\$0.00
TIRES		
T7D	P225/50VR17 ALL-SEASON BSW TIRES (STD)	\$0.00
PAINT		
WS	WHITE SUEDE, <i>BLUE, Silver, Gray</i>	\$0.00
PAINT SCHEME		
—	STANDARD PAINT	\$0.00
SEAT TRIM		
DL	MEDIUM LIGHT STONE, CLOTH SEAT TRIM	\$0.00

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2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

***SELECTED MODEL & OPTIONS***

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

SELECTED OPTIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ADDITIONAL EQUIPMENT		
153	FRONT LICENSE PLATE BRACKET	\$0.00
55M	BLACK FRONT/REAR ALL-WEATHER FLOOR MATS (DIO)	\$75.00
OPTIONS TOTAL		<u>\$1,670.00</u>

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**STANDARD EQUIPMENT - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

---

#### *ENTERTAINMENT*

- AM/FM stereo w/CD/MP3 player -inc: audio input jack, (6) speakers
- SIRIUS satellite radio w/6-month pre-paid subscription \*Service N/A in AK or HI\*

#### *EXTERIOR*

- P225/50VR17 all-season BSW tires
- 17" aluminum wheels
- Compact spare tire
- Front/rear body-color bumpers
- Chrome front grille
- Automatic quad halogen headlamps
- Front fog lamps
- Body-color pwr mirrors w/integrated spotter mirrors
- Solar tinted glass
- Speed-sensitive windshield wipers
- Body-color door handles

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **STANDARD EQUIPMENT**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**STANDARD EQUIPMENT - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

#### *INTERIOR*

- Front bucket seats
- Cloth seat trim
- 8-way pwr driver w/manual lumbar & pwr recline
- 2-way manual passenger seat
- 60/40 split spring-assisted rear bench seat -inc: center armrest w/(2) cupholders
- Front row center console w/2 tier armrest storage
- Front/rear floor mats
- Tilt/telescopic steering wheel
- Steering wheel-mounted audio & cruise controls
- Instrument cluster -inc: message center w/trip computer
- Pwr windows w/driver one-touch up/down
- Delayed accessory pwr
- Pwr door locks
- Remote keyless entry w/(2) key fob transmitters
- Speed control
- Pwr remote trunk release
- SecuriLock passive anti-theft system
- Perimeter anti-theft system
- Climate control w/cabin air filter
- Rear window defroster
- (2) 12V pwr points
- Sunvisors w/illuminated visor vanity mirrors
- (2) front & (2) rear grab handles

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **STANDARD EQUIPMENT**

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**STANDARD EQUIPMENT - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

---

- Dome lamp w/front/rear map lights
- Illuminated entry
- Front seatback map pockets

#### *MECHANICAL*

- 2.5L 16V I4 Duratec engine
- 6-speed automatic transmission (N/A w/99G Engine)
- Front wheel drive
- Battery saver
- Front/rear stabilizer bars
- Pwr rack & pinion steering w/electric variable assist
- 4-wheel anti-lock disc brakes
- Easy Fuel capless fuel filler
- Dual exhaust w/chrome tips

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### **STANDARD EQUIPMENT**

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**STANDARD EQUIPMENT - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

---

#### *SAFETY*

- AdvanceTrac (ESC) w/brake actuated traction control
- Dual front air bags w/occupant classification system
- Side-impact air bags
- Front/rear side curtain air bags
- Personal safety system -inc: safety belt pretensioners, load-limiting retractors, driver seat position sensing, crash severity sensing
- SOS post-crash alert system
- MyKey system -inc: top speed limiter, audio volume limiter, early low fuel warning, programmable sound chimes, Beltminder w/audio mute
- Child safety rear door locks
- LATCH (lower anchors & tethers for children) system on rear outboard seat locations
- Glow-in-the-dark emergency trunk release
- Tire pressure monitoring system

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **WARRANTY INFORMATION**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

**WARRANTY INFORMATION - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

---

WARRANTY

Basic:

3 Years/36,000 Miles

Drivetrain:

5 Years/60,000 Miles

Corrosion:

5 Years/Unlimited Miles

Roadside Assistance:

5 Years/60,000 Miles

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **TECHNICAL SPECIFICATIONS**

**WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED**

#### **POWERTRAIN - BASIC SPECIFICATIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

##### **ENGINE**

Engine Order Code	* 99G
Engine Type	* Gas/Ethanol V6
Displacement	* 3.0L/181 CID
SAE Net Horsepower @ RPM	* 240 @ 6550
SAE Net Torque (lb ft) @ RPM	* 223 @ 4300

##### **TRANSMISSION**

Transmission order code	446
Transmission Type Description	* 6-Speed Automatic
Drive Train	Front Wheel Drive

##### **MILEAGE**

City EPA fuel economy estimate (MPG)	* 20.00
Hwy EPA fuel economy estimate (MPG)	* 28.00
City cruising range (mi)	* 350.00
Hwy cruising range (mi)	* 490.00

\* Indicates equipment which is in addition to or replaces base model's standard equipment.

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **TECHNICAL SPECIFICATIONS**

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POWERTRAIN - ADVANCED SPECIFICATIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

#### **TRANSMISSION**

Gear Ratio (:1)	
First Gear Ratio (:1)	3.45
Second Gear Ratio (:1)	1.84
Third Gear Ratio (:1)	1.31
Fourth Gear Ratio (:1)	1.03
Fifth Gear Ratio (:1)	0.84
Sixth Gear Ratio (:1)	0.68
Reverse Ratio (:1)	3.19
Clutch size (in)	- TBD -
Final Drive Axle Ratio (:1)	* 3.20

#### **ELECTRICAL**

Battery	1
Battery cold cranking Amps @ 0 F	- TBD -
Alternator	
Alternator Amps	- TBD -

#### **COOLING SYSTEM**

Cooling system capacity	- TBD -
-------------------------	---------

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **TECHNICAL SPECIFICATIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

PAYLOAD/TRAILERING SPECIFICATIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

---

#### **WEIGHT INFORMATION**

Base curb weight (lbs) \* 3,446.00

#### **TRAILERING**

**Max Trailer Wt.    Max Tongue Load**

Dead Weight Hitch (lbs)

Weight Distributing Hitch (lbs)

Fifth Wheel Hitch (lbs)

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **TECHNICAL SPECIFICATIONS**

WARNING - THIS VEHICLE IS NOT YET COMPLETELY CONFIGURED

#### CHASSIS SPECIFICATIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD

<b>SUSPENSION</b>	<b>Front</b>	<b>Rear</b>	
Suspension Type	Short-Long Arm	Multi-link	
Suspension Type (cont.)			
Shock Absorber Diameter (mm)	- TBD -	- TBD -	
Stabilizer Bar Diameter (in)	0.90	0.60	
<b>BRAKES</b>			
Brake type	Pwr		
ABS System	4-Wheel		
	<b>Front</b>	<b>Rear</b>	
Disc	Yes	Yes	
Rotor Diam x Thickness (in)	- TBD -	- TBD -	
Drum			
Drum Diam x Width (in)			
<b>TIRES</b>	<b>Front</b>	<b>Rear</b>	<b>Spare</b>
Tire Order Code	T7D	T7D	- TBD -
Tire Size	P225/50VR17	P225/50VR17	Compact
<b>WHEELS</b>	<b>Front</b>	<b>Rear</b>	<b>Spare</b>
Wheel Size	17 x - TBD -	17 x - TBD -	Compact
Wheel Type	Aluminum	Aluminum	Steel
<b>STEERING</b>			
Steering type	Pwr Rack & Pinion		
Ratio (:1)			
Overall	16.00		
Lock-to-Lock Turns	- TBD -		
Turning Diameter			
Curb-to-Curb	39.00		
Wall-to-Wall	- TBD -		

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### ***TECHNICAL SPECIFICATIONS***

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**CHASSIS SPECIFICATIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

<b>FUEL TANK</b>	<b>Main</b>
Capacity	17.50

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## 2012 Fleet/Non-Retail Ford Fusion 4dr Sdn SE FWD P0H

### **TECHNICAL SPECIFICATIONS**

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#### **DIMENSIONS - 2012 Fleet/Non-Retail P0H 4dr Sdn SE FWD**

##### **EXTERIOR DIMENSIONS**

Wheelbase (in)	107.40
Length, Overall (in)	190.60
Width, Max w/o mirrors (in)	72.20
Height, Overall (in)	56.90
Tread Width	
Track Width, Front	61.7
Track Width, Rear	61.3
Min Ground Clearance (in)	- TBD -

##### **CARGO AREA DIMENSIONS**

Liftover Height (in)	- TBD -
Trunk Volume	16.5

##### **INTERIOR DIMENSIONS**

Passenger Capacity	5	
Passenger Volume (ft <sup>3</sup> )	100.30	
EPA Classification	Mid-Size Sedan	
Seating Position	Front	Second
Head Room (in)	38.70	37.80
Leg Room (in)	42.30	37.10
Shoulder Room (in)	57.40	56.50
Hip Room (in)	54.00	53.30

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