SUBJECT: Approval to purchase two (2) 2020 Ford F-350s from Signature Ford, through the Macomb County Cooperative Purchasing Contract, in the amount of $79,520.

SUBMITTING DEPARTMENT: Department of Public Works, Water and Sewer Division
Department of Public Works, Fleet Division

CITY MANAGER APPROVAL:

<table>
<thead>
<tr>
<th>EXPENDITURE REQUIRED</th>
<th>$ 39,760 592-592.00-983.022</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$ 39,760 592-592.00-983.023</td>
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<td>$ 79,520 Total</td>
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<td>AMOUNT BUDGETED</td>
<td>$ 39,760 592-592.00-983.022</td>
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<td>$ 39,760 592-592.00-983.023</td>
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<td>592-592.00-983.023</td>
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</tbody>
</table>

BACKGROUND INFORMATION:

This is a request to replace vehicle #720 (a 2008 Ford F-250 with 75,234 miles) and vehicle #721 (a 2008 Ford F-250 with 76,220 miles).

The trucks are used for the daily maintenance activities for the city water and sewer systems. Some activities include water main breaks, sewer repairs, yard repairs, sewage and water pump station maintenance, meter reading, meter repair, water system flushing and water quality testing to name a few. The Fleet Division recommends vehicles #720 and #721 each be replaced with a Ford F-350 to support the Water and Sewer Division’s operations as multipurpose vehicles.

These two (2) vehicles align with the City’s light-duty replacement plan to replace assets and equipment by capturing optimal resale values; thereby, bringing the overall cost of the unit’s life cycle as low as possible.

RECOMMENDED ACTION: Approval to purchase two (2) 2020 Ford F-350s from Signature Ford, through the Macomb County Cooperative Purchasing Contract, in the amount of $79,520.
July 23, 2019

City of Novi  
Attn: Mike Rhatigan  
45175 W. Ten Mile Road  
Novi, MI 48375  

Attn: Mike Rhatigan:  

Price on 2020 Vehicle State of Michigan Contract# 071B7700180 and Macomb County Contract# 21-18 Bid:  

(2) 2019 Ford F350 Regular Cab 4x4 Pickup 8’ Box in Race Red $39,760.00 ea  
Total Delivered Price $79,520.00  

* Truck will be a 2020 Model Year at 2019 Model Year Pricing  

**Standard Service Contract:** 36,000 miles or 36 months factory Bumper to Bumper Warranty and 60,000 miles 60 months Powertrain Warranty. Service to be handled by your local Ford Dealer.  

**Order Cutoff Date: TBD.**  

**Ford Motor Company does not guarantee delivery—Ford Motor Company will make reasonable efforts to schedule orders received prior to fleet order cut-off date.**  

**Payment requirements:** All departments to pay on delivery of vehicle. 30-day grace period will be given if previous arrangements have been made. A $9.50 per day floor plan will be charged if payment is not at the dealership within 30 days of delivery of the vehicle (s).  

If you have any questions please call me, 888-92-FLEET (923-5338)  

Respectfully Submitted,  

**Bill Campbell**  

Bill Campbell  
Government & Fleet Sales
NEW 2020 SUPER DUTY®
F-350/F-450/F-550 CHASSIS CAB
Class 3-5 Chassis Cabs
Models: XL, XLT, LARIAT

STANDARD FEATURES
7-wire trailer tow harness (blunt-cut and labeled)
26.5-gal. fuel tank capacity (SRW)
40.0-gal. fuel tank capacity (DRW)
Airbags – Driver and right-front-passenger front, front-seat side and Safety Canopy® System with roll-fold side-curtain airbags
Engine – 6.2L 2-valve V8 FFV (F-350 SRW/DRW)
Engine – 7.3L V8 gas (F-450/F-550 XL, XLT)
Engine – 6.7L Power Stroke® V8 Turbo Diesel (B20-capable) (F-450/F-550 LARIAT)
FordPass Connect™ with 4G LTE Wi-Fi hotspot powered by FordPass™ app
Front tow hooks (2)

STANDARD FORD CO-PILOT360™ TECHNOLOGY
AdvanceTrac® with RSC® (Roll Stability Control™)
Auto High-Beam Headlamps
Hill Start Assist

AVAILABLE FEATURES
26.5-gal. midship fuel tank
110V/400W power outlet
Aft-of-axle frame extension
Audible Lane Departure Warning
Dual diesel fuel tanks (40.0-gal. aft-of-axle; 26.5-gal. midship)
Electronic shift-on-the-fly (ESOF) 4-Wheel-Drive System with manual locking hubs
Engine – 6.7L Power Stroke V8 Turbo Diesel
Flooring – Carpet delete
LED sidemirror spotlight
Mirrors – PowerScope® trailer tow
Operator-commanded exhaust filter regeneration (with diesel engine)
Pre-Collision Assist with Automatic Emergency Braking (AEB)
SYNC 3
Front twin-coil monobeam suspension (F-350 4x4, F-450, F-550)
Front Twin-I-Beam with coil spring suspension (F-350 4x2)
Mirrors – Manually telescoping trailer tow (XL, XLT)
Passenger airbag deactivation switch (Regular Cab and SuperCab)
SecuriLock® Passive Anti-Theft System
Stationary elevated idle control (SEIC)®
SYNC®
Tire Pressure Monitoring System (TPMS; excludes spare) (F-250, F-350)
Transmission – TorqShift® 10-speed SelectShift® automatic
Upfitter switches (6)

FLEET EXCLUSIVES
65-mph speed limitation
75-mph speed limitation
Conventional daytime running lamps
Cruise control
Power-adjustable pedals
Smart Acceleration Truncation
Tire Pressure Monitoring System delete (F-350 SRW >10,000 lbs. GVWR)

Based on Ford segmentation. FordPass Connect is required for certain remote features. Service includes a 1-year trial for remote features, excluding Wi-Fi hotspot, that starts with vehicle sales date (after which, fees apply). Connected service and related feature functionality is subject to compatible AT&T network availability. Evolving technology/cellular networks may affect functionality and availability, or continued provision of some features, prohibiting them from functioning. Certain restrictions, 3rd-party terms or message/data rates may apply. FordPass, compatible with select smartphone platforms, is available via a download. Message and data rates may apply. Final-stage manufacturer or upfitter must supply control switches. Available on select series. See your dealer for details. Additional charge. New for 2020. Visit fleet.ford.com for complete package content.

Based on 2019 model-year ratings.
2019 F-350 SRW Models
Reg. Cab, SuperCab, Crew Cab
Major Standard Equipment

MECHANICAL
- Brakes – Four-Wheel Disc Anti-lock Brake System
- Engine 6.2L 2 Valve Gas SOHC EFI NA V8 (Flex-Fuel)
- Fuel Tanks
  - 29 Gallon (Diesel Engine) — 142” or 148” Wheelbase
  - 34 Gallon (Diesel Engine) — 160” or 164” Wheelbase
  - 34 Gallon (Gas Engine) — NA 176” Wheelbase
  - 48 Gallon (Gas and Diesel Engine) — 176” Wheelbase
- TongShift—Six-speed automatic (6R140) w/SelectShift®

EXTERIOR
- Bumpers – front & rear, black painted
- Doors
  - Two (Regular Cab only)
  - Four (SuperCab/Crew Cab only)
- Fender vents – front
- Front License Plate Bracket
- Glass – solar-tinted
- Grille – black painted
- Handles – door & tailgate, black
- Jack
  - 2-Ton mechanical (250/350 SRW)
- Lamps – pickup box and cargo area
- Moldings – tailgate and box-rail
- Tailgate – Removable w/key lock & Tailgate Lift Assist
- “Three-Blink” lane change signal
- Tow hooks – front, two (2)
- Trailer Sway Control
- Trailer Tow Package – 7-wire harness w/relays & 7/4 pin connector
- Tires—LT245/75Rx17E BSW A/S (5)
- Wheels F-250/F-350 SRW – 17” Argent Painted Steel
  - w/painted hub covers/center ornaments
- Bumpers – front & rear, black painted

INTERIOR/COMFORT
- 2.3” Productivity Screen in IP Cluster
- Air conditioning – manual, single zone
- Cabin Air Particulate Filter
- Convenience
  - Coat hooks – LH/RH color-coordinated
  - Dash top tray
  - Dome Lamp – LH/RH door activated & I/P switch operated w/delay
  - Handles, grab – driver & front-passenger
  - Handles, roof ride – front-passenger (also over rear-doors on Crew Cab)
- Map lights – dual (front and rear w/Crew Cab)
- Powerpoint, auxiliary
- Door-trim – armrest/grab handle & reflector
- Floor covering – Black, full length vinyl
- Headliner – color-coordinated cloth
- Hood release
- Horn – dual electric
- Instrumentation – Multi-function switch message center w/ICE Blue® Lighting
  - Instrument panel – color-coordinated w/dual glove box, 4 air registers w/positive shut off, powerpoint
  - Instrumentation – Multi-function switch message center w/ICE Blue® Lighting
  - Mirror – rearview 11.5” day/night
  - Outside Temperature Display
  - Overhead console w/dual storage bins and map lights (NA Regular Cab)

INTERIOR/COMFORT
- Powerpoint – auxiliary two (2) in instrument panel
- Scuff plates – front, color-coordinated
- Seats – Front, HD vinyl, 40/20/40 split bench w/center armrest, cupholder and storage (manual lumbar – driver’s side), front center-seat w/integrated restraint
- Steering – power
- Steering – damper
- Steering wheel – black vinyl with tilt and telescoping steering wheel/column; includes three (3) button message control
- Sun visors – color-coordinated vinyl, driver w/pocket, passenger w/uncovered mirror
- Window – Rear, fixed
- Windshield Wipers – intermittent

SAFETY/SECURITY
- AdvanceTrac® w/RSC® (Roll Stability Control)
- Airbags
  - Driver and Passenger frontal and side airbag/curtain
  - Passenger side airbag deactivation switch
- Belt-Minder® (front safety belt reminder)
  - chime & flashing warning light on I/P if belts not buckled
- Child latches (Regular Cab, front-passenger and all rear-seating positions)
- Center High-mounted Stop Lamp (CHMSL)
- Driver and passenger frontal and side airbag/curtain; passenger side deactivation Switch
- Headlamps – Quad beam jewel effect halogen
- Individual Tire Pressure Monitoring System
- Mirrors – manually telescoping two-way fold trailer tow with manual glass
- Safety belts – w/height adjustment D-ring
- Safety Canopy® System
- SecuriLock® Passive Anti-Theft System; includes MyKey® owner controls feature (PATS)
- SOS Post-Crash Alert System™
- Stationary Elevated Idle Control
- Underhood service light

FUNCTIONAL
- AutoLamp (Auto On/Off Headlamps) with Rainlamp Wiper Activated Headlamps
- Hill Start Assist
- Rear View Camera
- Audio – AM/FM stereo (speakers; four (4) w/Reg. Cab, six (6) w/Super and Crew Cabs)
- Axle
  - Twin I-beam front axle w/coil spring suspension (narrow front track) – 4x2 (F-250 and F-350)
  - Mono-beam front axle w/coil spring suspension (narrow front track) – 4x4 (F-250 and F-350)
  - Rear – Non-Limited-Slip (F-250/F-350)
- Battery
  - Gas engine – 650-CCA, 72-AH (XL only)
  - Diesel engine – 750-CCA, 78-AH, dual (6.7L Power Stroke® Diesel engine)
- Electronic Shift on the fly 4x4
- Heavy-Duty Alternator (157 AMP)
- Intelligent Oil-Life Monitor® (6.7L Power Stroke® Diesel engine)
- Oil mander system (6.2L Gas engine)
- Shock absorbers – heavy-duty gas
- Stabilizer bar – front


### 10000# GVWR Regular Cab 8 Ft. Box, 142"WB, 10300# GVWR
- Base Price 4x2 (F3A/610a) $23,838.00
- Base Price 4x4 (F3B/610a), (6.7L Diesel Engine) $34,080.00

### 10000# GVWR SuperCab 6 3/4 Ft. SHORT Box, 148"WB, 10400# GVWR
- Base Price 4x2 (X3A/610a) $25,891.00
- Base Price 4x4 (X3B/610a) $28,348.00

### 10300# GVWR SuperCab 8 Ft. Box, 164"WB, 10700# GVWR
- Base Price 4x2 (X3A/610a) $26,066.00
- Base Price 4x4 (X3B/610a) $28,523.00

### 10100# GVWR Crew Cab 6 3/4 Ft. SHORT Box, 160” WB, 10500# GVWR
- Base Price 4x2 (W3A/610a) $26,977.00
- Base Price 4x4 (W3B/610a) $29,458.00

### 10500# GVWR Crew Cab 8 Ft. Box, 176” WB, 10800# GVWR
- Base Price 4x2 (W3A/610a) $27,173.00
- Base Price 4x4 (W3B/610a) $29,630.00

#### Available Standard Options

<table>
<thead>
<tr>
<th>Option</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.7L Power Stroke 4V Diesel V8 (B20)/TorqShift 6-Spd Auto.</td>
<td>9120.00</td>
</tr>
<tr>
<td>CNG/LPG Fuel Capable Engine (w/ 6.2L only)</td>
<td>315.00</td>
</tr>
<tr>
<td>Engine Block Heater</td>
<td>100.00</td>
</tr>
<tr>
<td>Seats, 40/20/40 Split Bench Cloth</td>
<td>100.00/315.00</td>
</tr>
<tr>
<td>Seat, Vinyl High Back Buckets (Regular Cab only)</td>
<td>355.00</td>
</tr>
<tr>
<td>Seats, Cloth High Back Buckets</td>
<td>515.00/615.00</td>
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<tr>
<td>Tires, LT245/75Rx17E All-Terrain (5)</td>
<td>165.00</td>
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<tr>
<td>Tires, LT265/70R17E OWL All-Terrain (4)(Spare is BSW)</td>
<td>455.00</td>
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<tr>
<td>Tires, LT275/65Rx18E BSW A/S (5)</td>
<td>455.00</td>
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<tr>
<td>Tires, LT275/70Rx18E BSW All-Terrain 4x4 ONLY</td>
<td>620.00</td>
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<tr>
<td>CNG/LPG Prep Fuel Capable Engine</td>
<td>315.00</td>
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<tr>
<td>Engine Idle Shutdown (avail. w/6.7L diesel Only)</td>
<td>250.00</td>
</tr>
<tr>
<td>Operator Commanded Regeneration (OCR) (6.7L Diesel Only)</td>
<td>250.00</td>
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</tbody>
</table>

#### Power Windows, Locks, Heated Mirrors, and Remote Keyless Entry

- Powercode Remote Start System (Req. Power Equip. Grp 90L) 76S $250.00
- Privacy Glass with Heated Backlight/Rear Window Defrost 43B/924 $90.00

#### Dual Alternators, Diesel only (total of 377 amps)

- Dual Batteries (78 Amp.) (Gas Engine Only) 86M $210.00
- 110V/400W Outlet (Includes 240 Amp Alternator 67E) 43C/67E $160.00
- Keys Extra (Regular) $75.00 x __ = Sig 75.00 ea
- Keys Extra (With Power Group) $220.00 x __ = Sig 220.00 ea

#### Transmission Power Take-Off Provision

- Transmission Power Take-Off Provision 62R $280.00

#### Manual Shift on Stop 4-Wheel Drive System (Floor Shift Lever)

- Manual Shift on Stop 4-Wheel Drive System (Floor Shift Lever) 21M N/C

### Cab Steps Molded Black

- Cab Steps Molded Black 18B $320.00/445.00
<table>
<thead>
<tr>
<th>Item</th>
<th>Code</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>Reverse Vehicle Aid Sensor</td>
<td>76R</td>
<td>245.00</td>
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<tr>
<td>Roof Clearance Lights</td>
<td>592</td>
<td>80.00</td>
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<tr>
<td>Tailgate Step, Incl. Tailgate Assist, Step &amp; Handle</td>
<td>85G</td>
<td>375.00</td>
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<tr>
<td>Speed Control</td>
<td>525</td>
<td>235.00</td>
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<tr>
<td><strong>[X]</strong> Upfitter Switches (6) located in overhead console**</td>
<td>66S</td>
<td>165.00</td>
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<tr>
<td><strong>[X]</strong> Upfitter Interface Module</td>
<td>18A</td>
<td>295.00</td>
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<tr>
<td>10,000 GVWR Package</td>
<td>68D</td>
<td>100.00</td>
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<tr>
<td>4x4 Off-Road Pkg (Incl. Skid Plates, E-Locking Axle &amp; AT Tires) 17X/X3E/TBM</td>
<td>950.00</td>
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<tr>
<td><strong>[X]</strong> Snow Plow Prep Package (N/A with 67H)</td>
<td>473</td>
<td>185.00</td>
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<tr>
<td>Camper Package</td>
<td>471</td>
<td>160.00</td>
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<tr>
<td>Snow Plow/Camper Package</td>
<td>47B</td>
<td>245.00</td>
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<tr>
<td>Suspension Package, Heavy Service (N/A with 473)</td>
<td>67H</td>
<td>125.00</td>
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<tr>
<td><strong>[X]</strong> XL Decor Group (Chrome front and rear step bumper, Bright chrome hub covers and center ornaments)**</td>
<td>17F</td>
<td>220.00</td>
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<tr>
<td><strong>[X]</strong> XL Value Pkg (Chrome front and rear step bumper, Bright chrome hub covers and center ornaments, SYNC &amp; Cruise Control)**</td>
<td>96V</td>
<td>1000.00</td>
</tr>
<tr>
<td><strong>[X]</strong> STX APPEARANCE PACKAGE (AM/FM Stereo MP3 player 17S (speakers; four (4) with Regular Cab, six (6) with SuperCab and Crew Cab), Bright Chrome Grille, Bright Hub Covers, Chrome Front and Rear Step Bumpers, Cruise Control, STX Fender Vent Badge, SYNC® 18” Sparkle Silver Painted Cast Aluminum Wheels (648), and LT275/65Rx18E BSW A/S (TCH)**</td>
<td>17S</td>
<td>1690.00</td>
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<tr>
<td><strong>[X]</strong> SYNC Bluetooth System</td>
<td>585</td>
<td>550.00</td>
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<tr>
<td><strong>[X]</strong> SYNC 3 with Ultimate Trailer Tow Camera System</td>
<td>913/585/874</td>
<td>1710.00</td>
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<tr>
<td><strong>(Requires Power Equipment Group 90L/54K)</strong></td>
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<tr>
<td>Pickup Box Delete (8' box only)</td>
<td>66D</td>
<td>(465.00)</td>
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<tr>
<td>Rearview Camera Prep Kit for Box Delete (Includes Loose Camera, Wiring Bundle, and Electrochromic Mirror w/Video Display)</td>
<td>872</td>
<td>470.00</td>
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<tr>
<td>Heavy Service Package for Pickup Box Delete Only</td>
<td>63R</td>
<td>125.00</td>
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<tr>
<td>Spare Tire &amp; Rim (for Box delete only)</td>
<td>512</td>
<td>295.00</td>
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<tr>
<td>Axle, Electronic Locking</td>
<td>X3_</td>
<td>390.00</td>
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<tr>
<td>Daytime running Lights</td>
<td>942</td>
<td>45.00</td>
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<tr>
<td>Skid Plate Package</td>
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<tr>
<td>Box Link Cleats</td>
<td>66B</td>
<td>75.00</td>
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<tr>
<td>Drop in Plastic Bedliner</td>
<td>85L</td>
<td>350.00</td>
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<tr>
<td>Tough Bed (Spray-in-bedliner)</td>
<td>85S</td>
<td>540.00</td>
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<tr>
<td>Bed Mat (N/A with 85S Tough Bed Spray-in-Bedliner)</td>
<td>85M</td>
<td>180.00</td>
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<tr>
<td><strong>[X]</strong> Splash Guards/Mud Flaps</td>
<td>61S/62S</td>
<td>130.00</td>
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<tr>
<td>Wheel Well Liner (Front)</td>
<td>61L</td>
<td>180.00</td>
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<tr>
<td>Wheel Well Liner Front and Rear</td>
<td>61N</td>
<td>325.00</td>
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<tr>
<td>Exterior Backup Alarm</td>
<td>76C</td>
<td>140.00</td>
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<tr>
<td>LED Box Light (Not Available with LED Warning Strobes 91S)</td>
<td>66L</td>
<td>60.00</td>
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<tr>
<td><strong>[X]</strong> LED Warning Strobes-Amber</td>
<td>91S</td>
<td>655.00</td>
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**Total Price $29,485.00 ea**
Colors for F-350

<table>
<thead>
<tr>
<th>Exterior Colors</th>
<th>Interior Steel (Grey)</th>
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<tbody>
<tr>
<td><strong>Race Red</strong></td>
<td>[PQ] [ X ]</td>
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<tr>
<td>Blue Jeans Metallic</td>
<td>[N1] [ ]</td>
</tr>
<tr>
<td>Ingot Silver Metallic</td>
<td>[UX] [ ]</td>
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<tr>
<td>Agate Black</td>
<td>[UM] [ ]</td>
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<tr>
<td>Oxford White</td>
<td>[Z1] [ ]</td>
</tr>
<tr>
<td>Magnetic Metallic</td>
<td>[J7] [ ]</td>
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<tr>
<td>Stone Gray</td>
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**SPECIAL PAINT**

- School Bus Yellow Add $660.00 [BY] [ ]
- Omaha Orange Add $660.00 [MB] [ ]
- Green Gem Add $660.00 [W6] [ ]
July 19, 2019

City of Novi
45175 Ten Mile Road, Novi, MI 48375-3024
Attn: Mike Rhatigan, Fleet Asset Manager

Equipment Quotation

Chassis information:
(Water & Sewer) Ford F-350, 4x4, SRW, Reg. Cab, 8’ bed, upfitter switches, LED hood flashers & snow plow prep

Install Custom Lighting & Electrical including the following:
Utilize chassis switches for warning lighting & liftgate power
One (1) SoundOff Pinnacle (mo. EPL71PDAC) amber mini lightbar centered on Back Rack bracket
Install BackRack including hardware kit for toolbox (mos. 15018 & 30221TB31)
Install Weather Guard Saddle Box including the following:
Clear-color aluminum diamond plate powder-coat
Full-size extra wide, 15.3 cubic feet capacity, 27-½” wide (mo. 117-0-02)
Install Western 8’6” MVP 3 Steel V-plow including the following:
Snow deflector, cast-iron shoes, curbguards, blade guides, loose hand-held controller, mounting & wiring
Receiver kit
UltraMount2 system
Install Luverne serrated grip-step foot rails for Reg Cab on both sides (mos. LV415060 & LV401721)
Install WeatherTech Floor Liners, Black, 1st row only (mo. WT4410541V)

Above installed equipment pricing: $10,275.00 ea.

Option 1 Install Thieman TopLifter Hydraulic Liftgate including the following:
Model TT 15 ET 56 x 26+5 Bar Grate
Platform dimensions are 56” wide x 26” plus a 5” tapered ramp
Steel bar grating one-piece platform, galvanized
Split-style non-towing bumper
Lifting capacity of 1,500#
Power-up & gravity-down functioning
12 VDC electric-over-hydraulic
Standard toggle control switch at gate for up & down
Remount factory back-up camera in mounting hardware kit
Power switch in-cab utilizing chassis switch

Option 1 add: $3,875.00 ea.

Option 2 install power-down in lieu of gravity-down for Liftgate
Option 2 add: $317.00 ea.

Minimum full 1-year warranty on parts and labor on all equipment.

Payment Terms: Net 30. Pricing effective for 45 days.
FOB: City of Novi

Thank you for the opportunity to quote.

Respectfully submitted by,
Jon Luea/Brian Bouwman