## 2021 FLEET VEHICLES

Public Service Department



## **Quote Summary**

SPECIFICATION #5		TRADE-IN PRICE		ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	
Hybrid AWD Police Interceptor	UNIT PRICE	2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	Total with Alts
Crossover Utility		201010101011				ocur ourgo barrier		1-3
Advantage Ford	\$39,199.00	(\$7,000.00)	\$32,199.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$35,755.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$8,750.00)	\$31,346.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$33,508.20
Larkin Greenewood Ford	\$39,295.00	(\$8,500.00)	\$30,795.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$33,154.00
Montrose Ford	\$39,411.36	(\$5,000.00)	\$34,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$36,911.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60
SPECIFICATION #10  Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE	PRICE w/TRADE-IN	ALTERNATE Push Bumper	ALTERNATE  Prisoner  Cage/Partition	ALTERNATE Prisoner Transport Seat/Cargo Barrier	ALTERNATE V6 Gasoline Engine	Total with Alts
Advantage Ford	\$39,199.00	N/A	\$39,199.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$42,755.00
Cooper Ford	\$39,717.00	N/A	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	N/A	\$40,096.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$42,258.20
Larkin Greenewood Ford		Late Submission	(1)		Late Subr	nission (1)		
Montrose Ford	\$39,411.36	N/A	\$39,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$41,911.36
Watsonville Fleet Group	\$40,077.60	N/A	\$40,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$43,069.60
CDEOISIOATION #44				ALTERNATE	ALTERNATE	AL TERMATE	ALTERNIATE	I
SPECIFICATION #11  Hybrid AWD Police Interceptor  Crossover Utility	UNIT PRICE	2016 Ford UPI	PRICE w/TRADE-IN	ALTERNATE Push Bumper	Prisoner Cage/Partition	ALTERNATE Prisoner Transport Seat/Cargo Barrier	ALTERNATE V6 Gasoline Engine	Total with Alts 1 - 3
Advantage Ford	\$39,199.00	(\$5,700.00)	\$33,499.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$37,055.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$6,850.00)	\$33,246.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$35,408.20
Larkin Greenewood Ford	\$39,295.00	(\$7,000.00)	\$32,295.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$34,654.00
Montrose Ford	\$39,411.36	(\$4,500.00)	\$34,911.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$37,411.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60
SPECIFICATION #14		TRADE-IN PRICE		ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	I
Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	2016 Ford UPI	PRICE w/TRADE-IN	Push Bumper	Prisoner Cage/Partition	Prisoner Transport Seat/Cargo Barrier	V6 Gasoline Engine	Total with Alts 1 - 3
Advantage Ford	\$39,199.00	(\$5,500.00)	\$33,699.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$37,255.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30	-\$257.00	\$42,149.98
Krieger Ford	\$40,096.00	(\$6,850.00)	\$33,246.00	\$336.75	\$215.20	\$1,610.25	\$743.00	\$35,408.20
Larkin Greenewood Ford	\$39,295.00	(\$6,800.00)	\$32,495.00	\$411.00	\$868.00	\$1,080.00	\$600.00	\$34,854.00
Montrose Ford	\$39,411.36	(\$3,000.00)	\$36,411.36	\$453.00	\$881.00	\$1,166.00	\$705.00	\$38,911.36
Watsonville Fleet Group	\$40,077.60	(\$1,000.00)	\$39,077.60	\$437.00	\$1,020.00	\$1,535.00	\$790.00	\$42,069.60
SPECIFICATION #17 Hybrid AWD Police Interceptor Crossover Utility	UNIT PRICE	TRADE-IN PRICE 2016 Ford UPI	PRICE w/TRADE-IN	ALTERNATE Push Bumper	ALTERNATE Prisoner Cage/Partition	ALTERNATE Prisoner Transport Seat/Cargo Barrier	ALTERNATE V6 Gasoline Engine	Total with Alts
Advantage Ford	\$39,199.00	(\$6,900.00)	\$32,299.00	\$639.00	\$1,368.00	\$1,549.00	\$743.00	\$35,855.00
Cooper Ford	\$39,717.00	No Trade Offer	\$39,717.00	\$496.30	\$1,678.38	\$258.30		
Krieger Ford	\$40,096.00	(\$7,850.00)				ΨΕ00.00	-\$257.00	\$42,149.98
Larkin Greenewood Ford			\$32,246.00	\$336.75	\$215.20	\$1,610.25	-\$257.00 \$743.00	\$42,149.98 \$34,408.20
	\$39,295.00	(\$7,500.00)	\$32,246.00	\$336.75 \$411.00	\$215.20 \$868.00			1
Montrose Ford	\$39,295.00 \$39,411.36		-			\$1,610.25	\$743.00	\$34,408.20
Montrose Ford Watsonville Fleet Group		(\$7,500.00)	\$31,795.00	\$411.00	\$868.00	\$1,610.25 \$1,080.00	\$743.00 \$600.00	\$34,408.20 \$34,154.00
Watsonville Fleet Group	\$39,411.36	(\$7,500.00) (\$5,500.00) (\$1,000.00)	\$31,795.00 \$33,911.36	\$411.00 \$453.00 \$437.00	\$868.00 \$881.00 \$1,020.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00	\$743.00 \$600.00 \$705.00 \$790.00	\$34,408.20 \$34,154.00 \$36,411.36
	\$39,411.36	(\$7,500.00) (\$5,500.00)	\$31,795.00 \$33,911.36	\$411.00 \$453.00	\$868.00 \$881.00	\$1,610.25 \$1,080.00 \$1,166.00	\$743.00 \$600.00 \$705.00	\$34,408.20 \$34,154.00 \$36,411.36
Watsonville Fleet Group  SPECIFICATION #20  Hybrid AWD Police Interceptor	\$39,411.36 \$40,077.60	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE	\$31,795.00 \$33,911.36 \$39,077.60 PRICE	\$411.00 \$453.00 \$437.00	\$868.00 \$881.00 \$1,020.00 ALTERNATE Prisoner	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport	\$743.00 \$600.00 \$705.00 \$790.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60
Watsonville Fleet Group  SPECIFICATION #20  Hybrid AWD Police Interceptor Crossover Utility	\$39,411.36 \$40,077.60 UNIT PRICE	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI	\$31,795.00 \$33,911.36 \$39,077.60 PRICE w/TRADE-IN	\$411.00 \$453.00 \$437.00 ALTERNATE Push Bumper	\$868.00 \$881.00 \$1,020.00 ALTERNATE Prisoner Cage/Partition	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier	\$743.00 \$600.00 \$705.00 \$790.00 ALTERNATE V6 Gasoline Engine	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Total with Alts 1-3
SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford	\$39,411.36 \$40,077.60 <b>UNIT PRICE</b> \$39,199.00	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI (\$7,900.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00	\$411.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00	\$868.00 \$881.00 \$1,020.00 ALTERNATE Prisoner Cage/Partition \$1,368.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00	\$743.00 \$600.00 \$705.00 \$790.00 ALTERNATE V6 Gasoline Engine \$743.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 <i>Total with Alts</i> 1-3 \$34,855.00
SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford	\$39,411.36 \$40,077.60 <b>UNIT PRICE</b> \$39,199.00 \$39,717.00	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) No Trade Offer	\$31,795.00 \$33,911.36 \$39,077.60 PRICE w/TRADE-IN \$31,299.00 \$39,717.00	\$411.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$496.30	\$868.00 \$881.00 \$1,020.00 ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00 \$258.30	\$743.00 \$600.00 \$705.00 \$790.00 ALTERNATE V6 Gasoline Engine \$743.00 -\$257.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Total with Alts 1-3 \$34,855.00 \$42,149.98
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford	\$39,411.36 \$40,077.60 <b>UNIT PRICE</b> \$39,199.00 \$39,717.00 \$40,096.00	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) No Trade Offer (\$9,250.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE w/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00	\$411.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$496.30 \$336.75	\$868.00 \$881.00 \$1,020.00 **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00 \$256.30 \$1,610.25	\$743.00 \$600.00 \$705.00 \$790.00 ALTERNATE V6 Gasoline Engine \$743.00 -\$257.00 \$743.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Total with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20
Watsonville Fleet Group  SPECIFICATION #20  Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford	\$39,411.36 \$40,077.60 <b>UNIT PRICE</b> \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) No Trade Offer (\$9,250.00) (\$9,000.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE w/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00	\$411.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$496.30 \$336.75	\$868.00 \$881.00 \$1,020.00 \$1,020.00 ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00 \$256.30 \$1,610.25 \$1,080.00	\$743.00 \$600.00 \$705.00 \$790.00 ALTERNATE V6 Gasoline Engine \$743.00 -\$257.00 \$743.00 \$600.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Total with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$32,654.00
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford	\$39,411.36 \$40,077.60 <b>UNIT PRICE</b> \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36	(\$7,500.00) (\$5,500.00) (\$1,000.00) TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) No Trade Offer (\$9,250.00) (\$9,000.00) (\$5,800.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE w/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36	\$411.00 \$453.00 \$437.00 \$437.00 ALTERNATE Push Bumper \$639.00 \$496.30 \$336.75 \$411.00 \$453.00	\$868.00 \$881.00 \$1,020.00 \$1,020.00 ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$881.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00 \$258.30 \$1,610.25 \$1,080.00 \$1,166.00	\$743.00 \$600.00 \$795.00 \$790.00 ALTERNATE V6 Gasoline Engine \$743.00 -\$257.00 \$743.00 \$600.00 \$705.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$32,654.00 \$36,111.36
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford Watsonville Fleet Group  SPECIFICATION #22 Hybrid AWD Police Interceptor	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36 \$40,077.60	(\$7,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00)  No Trade Offer (\$9,250.00) (\$9,000.00) (\$5,800.00) (\$1,000.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$39,077.60	\$411.00 \$453.00 \$437.00 \$437.00 \$437.00 \$639.00 \$496.30 \$336.75 \$411.00 \$453.00 \$437.00	\$868.00 \$881.00 \$1,020.00  ALTERNATE Prisoner Cage/Partition  \$1,368.00 \$1,678.38 \$215.20 \$866.00 \$1,020.00  ALTERNATE Prisoner	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport Seat/Cargo Barrier \$1,549.00 \$256.30 \$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Qasoline Engine \$743.00 -\$257.00 \$743.00 \$600.00 \$705.00 \$790.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,08.20 \$32,654.00 \$36,111.36 \$42,069.60
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford Watsonville Fleet Group  SPECIFICATION #22 Hybrid AWD Police Interceptor Crossover Utility	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36 \$40,077.60	(\$7,500.00) (\$5,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) (\$9,250.00) (\$9,250.00) (\$5,800.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36 \$39,077.60 PRICE W/TRADE-IN	\$411.00 \$453.00 \$437.00 \$437.00 \$437.00 \$639.00 \$496.30 \$336.75 \$411.00 \$453.00 \$437.00 \$4453.00	\$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition  \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport \$258.30 \$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport Seat/Cargo Barrier	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VS Gasoline Engine  \$743.00 -\$257.00 \$705.00 \$705.00 \$790.00 <b>ALTERNATE</b> VS Gasoline Engine	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$36,111.36 \$42,069.60 Iotal with Alts 1-3
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford Watsonville Fleet Group  SPECIFICATION #22 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36 \$40,077.60 UNIT PRICE	(\$7,500.00) (\$5,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) (\$9,250.00) (\$9,250.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,700.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36 \$39,077.60 PRICE W/TRADE-IN \$31,499.00	\$411.00 \$453.00 \$437.00 \$437.00 \$437.00 \$437.00 \$496.30 \$336.75 \$411.00 \$453.00 \$437.00 \$453.00 \$453.00 \$453.00	\$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition  \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition  \$1,368.00 \$1,368.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport \$258.30 \$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport \$eat/Cargo Barrier \$1,549.00	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VS Gasoline Engine  \$743.00 -\$257.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$36,111.36 \$42,069.60 Iotal with Alts 1-3 \$35,055.00
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford Watsonville Fleet Group  SPECIFICATION #22 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00	(\$7,500.00) (\$5,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) (\$9,250.00) (\$9,250.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,700.00) No Trade Offer	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36 \$39,077.60 PRICE W/TRADE-IN \$31,499.00 \$39,717.00	\$411.00 \$453.00 \$437.00 \$437.00 \$437.00 \$437.00 \$496.30 \$336.75 \$411.00 \$453.00 \$437.00 \$453.00 \$453.00 \$453.00 \$453.00 \$453.00	\$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,368.00 \$1,678.38	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport \$258.30 \$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00  ALTERNATE Prisoner Transport \$eat/Cargo Barrier  \$1,549.00 \$258.30	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VS Gasoline Engine  \$743.00 -\$257.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$32,654.00 \$36,111.36 \$42,069.60 Iotal with Alts 1-3 \$35,055.00 \$42,149.98
Watsonville Fleet Group  SPECIFICATION #20 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford Larkin Greenewood Ford Montrose Ford Watsonville Fleet Group  SPECIFICATION #22 Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford Cooper Ford Krieger Ford  Krieger Ford	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 \$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00	(\$7,500.00) (\$5,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) (\$9,250.00) (\$9,250.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,700.00) No Trade Offer (\$10,500.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36 \$39,077.60 PRICE W/TRADE-IN \$31,499.00 \$39,717.00 \$29,596.00	\$411.00 \$453.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$496.30 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$4496.30 \$437.00	\$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,368.00 \$1,678.38 \$215.20	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport \$258.30 \$1,610.25 \$1,080.00 \$1,535.00 ALTERNATE Prisoner Transport \$eat/Cargo Barrier \$1,549.00 \$258.30 \$1,610.25	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine  \$743.00 -\$257.00 \$705.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Iotal with Alts 1-3 \$34,855.00 \$42,149.98 \$33,008.20 \$32,654.00 \$36,111.36 \$42,069.60 Iotal with Alts 1-3 \$35,055.00 \$42,149.98 \$31,758.20
Watsonville Fleet Group  SPECIFICATION #20  Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford  Cooper Ford  Krieger Ford  Larkin Greenewood Ford  Watsonville Fleet Group  SPECIFICATION #22  Hybrid AWD Police Interceptor Crossover Utility  Advantage Ford  Cooper Ford  Krieger Ford  Larkin Greenewood Ford	\$39,411.36 \$40,077.60 UNIT PRICE \$39,199.00 \$39,717.00 \$40,096.00 \$39,295.00 UNIT PRICE \$39,199.00 \$39,177.00 \$40,096.00 \$39,295.00	(\$7,500.00) (\$5,500.00) (\$5,500.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,900.00) (\$9,250.00) (\$9,000.00) (\$1,000.00)  TRADE-IN PRICE 2016 Ford UPI (\$7,700.00) No Trade Offer (\$10,500.00) (\$8,800.00)	\$31,795.00 \$33,911.36 \$39,077.60 PRICE W/TRADE-IN \$31,299.00 \$39,717.00 \$30,846.00 \$30,295.00 \$33,611.36 \$39,077.60 PRICE W/TRADE-IN \$31,499.00 \$39,717.00 \$29,596.00 \$30,495.00	\$411.00 \$453.00 \$453.00 \$437.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$496.30 \$336.75 \$411.00 <b>ALTERNATE</b> Push Bumper  \$639.00 \$437.00	\$868.00 \$881.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00 \$1,020.00  **ALTERNATE Prisoner Cage/Partition \$1,368.00 \$1,020.00  **ALTERNATE **Prisoner Cage/Partition \$1,368.00 \$1,678.38 \$215.20 \$868.00	\$1,610.25 \$1,080.00 \$1,166.00 \$1,535.00 ALTERNATE Prisoner Transport \$258.30 \$1,610.25 \$1,080.00 \$1,535.00 ALTERNATE Prisoner Transport \$eat/Cargo Barrier \$1,549.00 \$258.30 \$1,166.00 \$1,535.00	\$743.00 \$600.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine  \$743.00 -\$257.00 \$705.00 \$705.00 \$790.00 <b>ALTERNATE</b> VG Gasoline Engine  \$743.00 \$600.00 \$705.00 \$755.00 \$755.00 \$755.00 \$743.00 \$600.00	\$34,408.20 \$34,154.00 \$36,411.36 \$42,069.60 Interpretation of the state of the

SPECIFICATION #280 4 X 2 Truck Chassis with Regular	UNIT PRICE	TRADE-IN PRICE 2012 Ford	PRICE	ALTERNATE Storage	ALTERNATE Halogen Spot Light	ALTERNATE Traffic Cone Holder	ALTERNATE Pair of Wheel Chock	ALTERNATE Fire Extinguisher
Cab & Forestry Body		F550	w/TRADE-IN	Compartments			Holders	and First Aid Medical Kit
Montrose Ford	\$85,151.60	(\$17,000.00)	\$68,151.60	Included	\$1,050.00	Included	Included	Included
Valley Ford - Option 1 (2)	\$90,972.00	(\$13,000.00)	\$77,972.00	Included	\$450.00	Included	Included	Included
Valley Ford - Option 2 (3)	\$73,477.00	(\$13,000.00)	\$60,477.00	N/A	\$450.00	\$138.00	\$465.00	\$145.00
Yark Chevrolet	\$94,494.00	(\$21,500.00)	\$72,994.00	Included	N/A	Included	Included	Included
SPECIFICATION #281 Full Size 1/2 Ton Pickup Truck 4X2 with Regular Cab	UNIT PRICE	TRADE-IN PRICE 2011 Ford 150	PRICE w/TRADE-IN					
Cooper Ford	\$30,993.00	No Trade Offer	\$30,993.00					
Krieger Ford	\$32,348.00	(\$9,000.00)	\$23,348.00					
Larkin Greenewood Ford	\$32,400.00	(\$8,500.00)	\$23,900.00					
Montrose Ford	\$33,073.55	(\$4,000.00)	\$29,073.55					
Walt Sweeney Ford	Trade Only	(\$7,000.00)	Trade Only					
Yark Chevrolet	\$31,408.00	(\$5,200.00)	\$26,208.00					
SPECIFICATION #416		TRADE-IN PRICE		ALTERNATE	ALTERNATE	ALTERNATE	1	
Cargo Van	UNIT PRICE	N/A	PRICE w/TRADE-IN	Full Body and Chassis Rust Proofing	Ladder Rack	Class III Receiver Hitch	Total with All Alts.	
Advantage Ford	\$31,924.00	N/A	\$31,924.00	\$500.00	\$1,875.00	Included	\$34,299.00	
Krieger Ford	\$33,450.00	N/A	\$33,450.00	\$485.00	\$1,085.00	Included	\$35,020.00	
Larkin Greenewood Ford	\$31,259.00	N/A	\$31,259.00	\$695.00	\$1,099.00	\$499.00	\$33,552.00	
Montrose Ford	\$32,238.25	N/A	\$32,238.25	\$430.00	\$2,750.00	Included	\$35,418.25	
Walt Sweeney Ford	\$35,475.00	N/A	\$35,475.00	\$299.00	No Bid	N/A	\$35,774.00	
Watsonville Fleet Group	\$35,522.46	N/A	\$35,522.46	No Bid	No Bid	No Bid	\$35,522.46	
Yark Chevrolet (5)	\$26,693.00	N/A	\$26,693.00	\$275.00	\$834.00	\$595.00	\$28,397.00	
SPECIFICATION #705		TRADE-IN PRICE		ALTERNATE	ALTERNATE	ALTERNATE	ALTERNATE	l
4x4 Pickup with Regular Cab and Utility Body	UNIT PRICE	2012 Ford F250	PRICE w/TRADE-IN	Sign Post Driver	Sign Post Puller	Hydraulic Saw	Install City- furnished AVL Equipment	Total with Alt. 4
Montrose Ford	\$56,937.92	(\$6,500.00)	\$50,437.92	No Bid	No Bid	No Bid	No Bid	\$50,437.92
Walt Sweeney Ford	Trade Only	(\$11,500.00)	Trade Only	No Bid	No Bid	No Bid	No Bid	Trade Only
Yark Chevrolet	\$51,645.00	(\$15,000.00)	\$36,645.00	No Bid	No Bid	No Bid	\$200.00	\$36,845.00
SPECIFICATION #717  4X4 Pickup with Regular Cab and Utility Body	UNIT PRICE	TRADE-IN PRICE 2009 Ford Ranger	PRICE w/TRADE-IN	ALTERNATE Bed Liner	ALTERNATE 3500W Power Inverter	ALTERNATE Tommy Gate	ALTERNATE Install City- furnished AVL Equipment	Total with Alts. 1, 2 and 4
Larkin Greenewood Ford	\$40,099.00	(\$3,500.00)	\$36,599.00	\$595.00	\$4,895.00	\$3,695.00	\$200.00	\$42,289.00
Montrose Ford	\$44,743.53	(\$4,000.00)	\$40,743.53	\$595.00	\$5,100.00	\$4,000.00	No Bid	\$46,438.53
Walt Sweeney Ford	Trade Only	(\$5,500.00)	Trade Only	No Bid	No Bid	No Bid	No Bid	Trade Only
Yark Chevrolet	\$43,371.00	(\$3,000.00)	\$40,371.00	\$495.00	\$1,183.00 (6)	\$3,410.00	\$200.00	\$42,090.75
SPECIFICATION #791		TRADE-IN PRICE		ALTERNATE	ALTERNATE	ALTERNATE	1	
4x4 Pickup with Regular Cab and Utility Body	UNIT PRICE	2011 Ford F250	PRICE w/TRADE-IN	Snow Plow Prep Package	Snow Plow	Install City- furnished AVL Equipment	Total with Alts. 1 and 3	
Larkin Greenewood Ford	\$49,534.00	(\$12,600.00)	\$36,934.00	\$275.00	\$6,995.00	\$200.00	\$37,409.00	
Montrose Ford	\$49,771.64	(\$6,500.00)	\$43,271.64	\$250.00	\$7,500.00	No Bid	\$43,521.64	
Yark Chevrolet	\$48,627.00	(\$15,000.00)	\$33,627.00	\$275.00	\$4,895.00 (6)	\$200.00	\$34,102.00	
SPECIFICATION #797  Full Size Pickup - 3/4tn - 2wd -  SRW - Regular Cab	UNIT PRICE	TRADE-IN PRICE 2008 Ford Ranger	PRICE w/TRADE-IN	ALTERNATE Bed Liner	ALTERNATE Install City- furnished AVL Equipment	Total with Alt. 1		
Cooper Ford	W	/ithdrawal of Quo	te (7)	Withdrawal	of Quote (7)			
Larkin Greenewood Ford	\$32,524.00	(\$3,500.00)	\$29,024.00	\$595.00	\$200.00	\$29,819.00		
		1 1 1 1	-					

ALTERNATE

\$5,100.00

\$3,975.00

\$3,975.00

ALTERNATE ALTERNATE

Included

\$17,752.00

\$17,752.00

Total with All Alts.

\$76,437.60

\$103.349.00

\$86,602.00 \$72,994.00 (4)

Change from Regular Cab to Extended Cab

\$2,136,00

\$3,200.00

\$3,200.00

Montrose Ford

Yark Chevrolet

Walt Sweeney Ford

Notes

(1) Larkin Greenewood Ford submitted a late response for Cruiser #10, in the amount of \$41,654 for the vehicle with accepted alternates. As accepting a late response could be interpreted as offering a competitive advantage and undermining the public procurement values of impartiality/integrity and trust, staff recommends the Cruiser #10 quote from Larkin Greenewood Ford be treated as non-responsive to the requirements of the City's Fleet RFQ.

(2) Reflects Valley Ford's pricing for furnishing a vehicle meeting the specifications detailed in the City's Fleet RFQ.

No Bid

No Bid

\$200.00

\$27,331.92

Trade Only

\$31,127.00

(3) Reflects alternative pricing volunteered by Valley Ford for a truck with forestry body that differs from the specifications detailed in the City's Fleet RFQ.

\$26,736.92

Trade Only

\$30,402.00

(4) Yark Chevrolet did not provide pricing for the spotlight, power inverter and extended cab alternates; such items are not reflected in the total figure. (5) The cargo van quoted by Yark Chevrolet does not meet the requirements specified in the City's Fleet RFQ.

(\$4,400.00)

(\$3,700.00)

- (6) The identified alternate equipment does not meet the requirements specified in the City's Fleet RFQ.

\$30,236.92

Trade Only

\$34,102.00

(7) Cooper Ford submitted a quote for Truck #797 then subsequently asked to withdraw the quote as they learned from the manufacturer that they were no longer able to place an order for the quoted vehicle.

\$595.00

No Bid

\$525.00