



Call Us first, for all of your Fleet Automotive, & Light Truck needs.

Quote

PHONE (800) ALANJAY (252-6529)		DIRECT 863-402-4234	WWW.ALANJAY.COM	13390-2
Corporate Office	2003 U.S. 27 South	MOBILE 863-991-4693	Mailing Address	P.O. BOX 9200
	Sebring, FL 33870	FAX 863-402-4221		Sebring, FL 33871-9200

ORIGINAL QUOTE DATE  
12/14/2017

## QUICK QUOTE SHEET

REVISED QUOTE DATE  
12/15/2017

REQUESTING AGENCY	NEW PORT RICHEY, CITY OF		
CONTACT PERSON	BILL GREGOIRE	EMAIL	<a href="mailto:GregoireB@cityofnewportrichey.org">GregoireB@cityofnewportrichey.org</a>
PHONE	727-853-1277	MOBILE	727-841-4540
		FAX	727-841-4586

NATIONAL JOINT POWERS ALLIANCE CONTRACT # 2018-120716-NAF [www.NationalAutoFleetGroup.com](http://www.NationalAutoFleetGroup.com)

MODEL	X2A	MSRP	\$49,795.00
	2018 FORD F-250 SUPER CAB 2WD XL 8' BED 164" WB DIESEL (X2A 600A)		

CUSTOMER ID	NJPA PRICE	\$33,621.00
BED LENGTH	8' BED	

\*\* All vehicles will be ordered white w/ darkest interior unless clearly stated otherwise on purchase order.

FACTORY OPTIONS	DESCRIPTION	
Z1 AS	OXFORD WHITE WITH MEDIUM EARTH GRAY, HD VINYL 40/20/40 SPLIT BENCH SEAT- Inc: Center armrest, cupholder, storage and driver's side manual lumbar	\$0.00
99T 44W	6.7L 32V POWER STROKE V8 DIESEL W/ 6 SPD HD AUTOMATIC TRANSMISSION	\$0.00
90L	POWER WINDOWS, LOCKS, REMOTE KEYLESS, POWER GLASS MIRRORS WITH MANUAL TELESCOPING FEATURE.	\$890.00
X3H	3:31 E-LOCKING REAR DIFFERENTIAL	\$385.00
52B	ELECTRIC BRAKE CONTROLLER	\$265.00
TT	FACTORY TRAILER TOW HITCH WITH 4/7 WIRE CONNECTOR STANDARD ON MY17+ SD.	\$0.00
153	FRONT LICENSE PLATE BRACKET	\$0.00

CONTRACT OPTIONS	DESCRIPTION	FACTORY OPTIONS	\$1,540.00
PTL2	Pintle Combination with 2" ball		\$99.00
RS	RAIN SHIELDS (STICK ON)		\$85.00
W-VERTEX-TRUCK	WHELEN VERTEX 4 CORNER HIDE AWAY LED STROBES INSTALLED (2) INSIDE HEADLAMPS OR GRILLE (2) INSTALLED INSIDE TAIL LAMPS OR HIGH ON BACK OF UTILITY BODIES (Vertex Kit \$280 + Labor 3.0 Hours at rate stated in specification)		\$565.00
ALB-TA	Amber LED Light Bar with Front Takedowns, Side Alley lights, and Rear Arrow Stick Traffic Advisor. (including 6 switch controller)		\$1,729.00
HD SOB LG	DEALER INSTALLED HD SPRAY ON BED LINER INCLUDING TAIL GATE		\$529.00
G2-1300-2PC	TommyGate G2 1300lb 2-pc lift gate with 58x38 platform for pickups (includes credit for tailgate, may require modifaicon to factory hitch, requires relocation of factory rear view camera)		\$3,170.00
NO TEMP	TEMPORARY TAG NOT REQUESTED (CUSTOMER WILL HANDLE THEIR OWN TAG WORK)		\$0.00

CONTRACT OPTIONS \$6,177.00

TRADE IN	TOTAL COST	\$41,338.00
YES WE TAKE TRADE INS ~~~~ ASK ABOUT MUNICIPAL FINANCING ~~~~		\$0.00

TOTAL COST LESS TRADE IN(S) QTY 1 \$41,338.00

Estimated Monthly payments for 60 months paid in advance: \$758.77  
Municipal finance for any essential use vehicle, requires lender approval, WAC.

Comments

VEHICLE QUOTED BY Scott Wilson FLEET SALES MANAGER [scott.wilson@alanjay.com](mailto:scott.wilson@alanjay.com)

"I Want to be Your Fleet Provider"

I appreciate the opportunity to submit this quotation. Please review it carefully. If there are any errors or changes, please feel free to contact me at any time. I am always happy to be of assistance.

**Prepared By:**  
 SCOTT WILSON  
 ALAN JAY FLEET  
 5330 US HWY 27 SOUTH  
 SEBRING, FL 33870  
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 SCOTT.WILSON@ALANJAY.COM

## 2018 Fleet/Non-Retail Ford Super Duty F-250 SRW XL 2WD SuperCab 8' B

### WINDOW STICKER

2018 Ford Super Duty F-250 SRW XL 2WD SuperCab 8' Box		Interior: - No color has been selected.
* 6.7 L/406 CID * Intercooled Turbo Diesel V-8		Exterior 1: - No color has been selected.
* 6-Speed Automatic w/OD		Exterior 2: - No color has been selected.
<b>CODE</b>	<b>MODEL</b>	<b>MSRP</b>
X2A	2018 Ford Super Duty F-250 SRW XL 2WD SuperCab 8' Box	\$35,425.00
	<b>OPTIONS</b>	
99T	ENGINE: 6.7L 4V OHV POWER STROKE V8 TURBO DIESEL B20	\$8,995.00
44W	TRANSMISSION: TORQSHIFT 6-SPEED AUTOMATIC	\$0.00
600A	ORDER CODE 600A	\$0.00
X3H	ELECTRONIC-LOCKING W/3.31 AXLE RATIO	\$390.00
64A	WHEELS: 17" ARGENT PAINTED STEEL	\$0.00
TD8	TIRES: LT245/75RX17E BSW A/S (4)	\$0.00
Z1	OXFORD WHITE	\$0.00
—	STANDARD PAINT	\$0.00
AS	MEDIUM EARTH GRAY, HD VINYL 40/20/40 SPLIT BENCH SEAT	\$0.00
90L	POWER EQUIPMENT GROUP	\$915.00
52B	TRAILER BRAKE CONTROLLER	\$270.00
	<b>SUBTOTAL</b>	<b>\$45,995.00</b>

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 519.0, Data updated 11/28/2017  
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Customer File:

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## 2018 Fleet/Non-Retail Ford Super Duty F-250 SRW XL 2WD SuperCab 8' B

### **WINDOW STICKER**

Advert/Adjustments	\$0.00
Destination Charge	\$1,295.00
<b>TOTAL PRICE</b>	<b>\$47,290.00</b>
Est City: mpg	
Est Highway: mpg	
Est Highway Cruising Range: mi	

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:

**CITY OF NEW PORT RICHEY  
FINANCE DEPARTMENT  
PIGGYBACKING  
CHECKLIST**

Instructions: This form is to be completed for any purchase of goods or contract for services where the City will utilize a contract competitively bid by another governmental agency (i.e. "Piggyback"). Where the purchase requires approval by the City Council because it exceeds applicable thresholds or is an unbudgeted expense, a copy of this completed form should be attached to the agenda memo.

Department/Division: Public Works Date: 12/06/2017

Item/Service	2018 Ford Super Duty F250 SRW XL 2WD Super Cab
Vendor/Service Provider	Alan Jay Fleet Sales

State Contract # \_\_\_\_\_  Other Governmental Agency NJPA #120716-NAF

1.	Specify why a procurement by RFP or formal quotes are not practical (FS 287.057):	The purchase of heavy duty fleet vehicles and accessories are at national pricing, as it is a National Joint Powers Alliance contract
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		Yes	No
2.	Was Item/Service bid out in compliance with the City's purchasing policy?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3.	Has the original contract been competitively procured within the last 12 months and is not expired?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4.	Is documentation of the bid process attached to this form? (solicitation, tabulation, award, contract)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5.	Does the original contract contain a clause that allows for piggybacking?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6.	Is the item/service that the City needs identical to the item/service in the original contract? (specifications of item/service in the original contract match what the City needs)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7.	Has the Vendor/Service Provider confirmed that the City may piggyback on the original contract? Provide documentation to support confirmation.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8.	Is a copy of the original contract/agreement attached to this form?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Attach this form with documentation required by #4, #7 and #8.



2018 Model Year Florida Price Schedule

CONTRACT # 120716-NAF

**ALAN JAY**  
**FLEET SALES**

5330 US HWY 27 SOUTH, SEBRING FL 33870

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2018 Fleet/Non-Retail Ford Super Duty F-250 SRW XL 2WD SuperCab 8' B

**WINDOW STICKER**

2018 Ford Super Duty F-250 SRW XL 2WD SuperCab 8' Box		Interior: - No color has been selected.
* 6.7 L/406 CID * Intercooled Turbo Diesel V-8		Exterior 1: - No color has been selected.
* 6-Speed Automatic w/OD		Exterior 2: - No color has been selected.
<b>CODE</b>	<b>MODEL</b>	<b>MSRP</b>
X2A	2018 Ford Super Duty F-250 SRW XL 2WD SuperCab 8' Box	\$35,425.00
<b>OPTIONS</b>		
99T	ENGINE: 6.7L 4V OHV POWER STROKE V8 TURBO DIESEL B20	\$8,995.00
44W	TRANSMISSION: TORQSHIFT 6-SPEED AUTOMATIC	\$0.00
600A	ORDER CODE 600A	\$0.00
X3H	ELECTRONIC-LOCKING W/3.31 AXLE RATIO	\$390.00
64A	WHEELS: 17" ARGENT PAINTED STEEL	\$0.00
TD8	TIRES: LT245/75RX17E BSW A/S (4)	\$0.00
Z1	OXFORD WHITE	\$0.00
	STANDARD PAINT	\$0.00
AS	MEDIUM EARTH GRAY, HD VINYL 40/20/40 SPLIT BENCH SEAT	\$0.00
90L	POWER EQUIPMENT GROUP	\$915.00
52B	TRAILER BRAKE CONTROLLER	\$270.00
<b>SUBTOTAL</b>		<b>\$45,995.00</b>

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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2018 Fleet/Non-Retail Ford Super Duty F-250 SRW XL 2WD SuperCab 8' B

**WINDOW STICKER**

Advert/Adjustments	\$0.00
Destination Charge	\$1,295.00
<b>TOTAL PRICE</b>	<b>\$47,290.00</b>
Est City: mpg	
Est Highway: mpg	
Est Highway Cruising Range: mi	

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Customer File:



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ROW	YEAR	MAKE	MODEL CODE	MODEL DESCRIPTION	ESTIMATED MONTHLY PAYMENT	CONTRACT PRICE	(EOD) Early order discount, prior to 11/3/17
116	2018	FORD	X1C 300A	2018 FORD F-150 SUPER CAB 2WD XLT 8' BED 163" WB (X1C 300A)	\$481	\$25,608	(1,235.00)
117	2018	FORD	X1E 100A	2018 FORD F-150 SUPER CAB 4WD XL 6.5' BED 145" WB (X1E 100A)	\$457	\$24,298	(1,225.00)
118	2018	FORD	X1E 300A	2018 FORD F-150 SUPER CAB 4WD XLT 6.5' BED 145" WB (X1E 300A)	\$516	\$27,481	(1,325.00)
119	2018	FORD	X1E 100A	2018 FORD F-150 SUPER CAB 4WD XL 8' BED 163" WB (X1E 100A)	\$495	\$26,339	(1,275.00)
120	2018	FORD	X1E 300A	2018 FORD F-150 SUPER CAB 4WD XLT 8' BED 163" WB (X1E 300A)	\$554	\$29,475	(1,225.00)
121	2018	FORD	W1C 100A	2018 FORD F-150 CREW CAB 2WD XL 5.5' BED 145" WB (W1C 100A)	\$444	\$23,621	(1,445.00)
122	2018	FORD	W1C 300A	2018 FORD F-150 CREW CAB 2WD XLT 5.5' BED 145" WB (W1C 300A)	\$502	\$26,737	(1,445.00)
123	2018	FORD	W1C 100A	2018 FORD F-150 CREW CAB 2WD XL 6.5' BED 157" WB (W1C 100A)	\$466	\$24,802	(1,445.00)
124	2018	FORD	W1C 300A	2018 FORD F-150 CREW CAB 2WD XLT 6.5' BED 157" WB (W1C 300A)	\$524	\$27,890	(1,445.00)
125	2018	FORD	W1E 100A	2018 FORD F-150 CREW CAB 4WD XL 5.5' BED 145" WB (W1E 100A)	\$504	\$26,797	(1,435.00)
126	2018	FORD	W1E 300A	2018 FORD F-150 CREW CAB 4WD XLT 5.5' BED 145" WB (W1E 300A)	\$561	\$29,827	(1,435.00)
127	2018	FORD	W1E 100A	2018 FORD F-150 CREW CAB 4WD XL 6.5' BED 157" WB (W1E 100A)	\$542	\$28,836	(1,435.00)
128	2018	FORD	W1E 300A	2018 FORD F-150 CREW CAB 4WD XLT 6.5' BED 157" WB (W1E 300A)	\$598	\$31,820	(1,435.00)
129	2018	FORD	F2A 600A	2018 FORD F-250 REGULAR CAB 2WD XL 8' BED 142" WB (F2A 600A)	\$423	\$22,531	0.00
130	2018	FORD	F2A 600A	2018 FORD F-250 REGULAR CAB 2WD XL 8' BED 142" WB DIESEL (F2A 600A)	\$589	\$31,341	0.00
131	2018	FORD	F2A 603A	2018 FORD F-250 REGULAR CAB 2WD XLT 8' BED 142" WB (F2A 603A)	\$492	\$26,195	0.00
132	2018	FORD	F2A 603A	2018 FORD F-250 REGULAR CAB 2WD XLT 8' BED 142" WB DIESEL (F2A 603A)	\$658	\$35,005	0.00
133	2018	FORD	F2B 600A	2018 FORD F-250 REGULAR CAB 4WD XL 8' BED 142" WB (F2B 600A)	\$471	\$25,045	0.00
134	2018	FORD	F2B 600A	2018 FORD F-250 REGULAR CAB 4WD XL 8' BED 142" WB DIESEL (F2B 600A)	\$636	\$33,855	0.00
135	2018	FORD	F2B 603A	2018 FORD F-250 REGULAR CAB 4WD XLT 8' BED 142" WB (F2B 603A)	\$540	\$28,714	0.00
136	2018	FORD	F2B 603A	2018 FORD F-250 REGULAR CAB 4WD XLT 8' BED 142" WB DIESEL (F2B 603A)	\$705	\$37,524	0.00
137	2018	FORD	X2A 600A	2018 FORD F-250 SUPER CAB 2WD XL 6.5' BED 148" WB (X2A 600A)	\$463	\$24,631	0.00
138	2018	FORD	X2A 600A	2018 FORD F-250 SUPER CAB 2WD XL 6.5' BED 148" WB DIESEL (X2A 600A)	\$628	\$33,441	0.00

# ALAN JAY FLEET SALES



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ROW	YEAR	MAKE	MODEL CODE	MODEL DESCRIPTION	ESTIMATED MONTHLY PAYMENT	CONTRACT PRICE	(EOD) Early order discount, prior to 11/3/17
139	2018	FORD	X2A 603A	2018 FORD F-250 SUPER CAB 2WD XLT 6.5' BED 148" WB (X2A 603A)	\$537	\$28,589	0.00
140	2018	FORD	X2A 603A	2018 FORD F-250 SUPER CAB 2WD XLT 6.5' BED 148" WB DIESEL (X2A 603A)	\$703	\$37,398	0.00
141	2018	FORD	X2A 600A	2018 FORD F-250 SUPER CAB 2WD XL 8' BED 164" WB (X2A 600A)	\$466	\$24,811	0.00
142	2018	FORD	X2A 600A	2018 FORD F-250 SUPER CAB 2WD XL 8' BED 164" WB DIESEL (X2A 600A)	\$632	\$33,621	0.00
143	2018	FORD	X2A 603A	2018 FORD F-250 SUPER CAB 2WD XLT 8' BED 164" WB (X2A 603A)	\$541	\$28,769	0.00
144	2018	FORD	X2A 603A	2018 FORD F-250 SUPER CAB 2WD XLT 8' BED 164" WB DIESEL (X2A 603A)	\$706	\$37,579	0.00
145	2018	FORD	X2B 600A	2018 FORD F-250 SUPER CAB 4WD XL 6.5' BED 148" WB (X2B 600A)	\$510	\$27,144	0.00
146	2018	FORD	X2B 600A	2018 FORD F-250 SUPER CAB 4WD XL 6.5' BED 148" WB DIESEL (X2B 600A)	\$676	\$35,954	0.00
147	2018	FORD	X2B 603A	2018 FORD F-250 SUPER CAB 4WD XLT 6.5' BED 148" WB (X2B 603A)	\$585	\$31,111	0.00
148	2018	FORD	X2B 603A	2018 FORD F-250 SUPER CAB 4WD XLT 6.5' BED 148" WB DIESEL (X2B 603A)	\$750	\$39,921	0.00
149	2018	FORD	X2B 600A	2018 FORD F-250 SUPER CAB 4WD XL 8' BED 164" WB (X2B 600A)	\$510	\$27,150	0.00
150	2018	FORD	X2B 600A	2018 FORD F-250 SUPER CAB 4WD XL 8' BED 164" WB DIESEL (X2B 600A)	\$676	\$35,959	0.00
151	2018	FORD	X2B 603A	2018 FORD F-250 SUPER CAB 4WD XLT 8' BED 164" WB (X2B 603A)	\$588	\$31,292	0.00
152	2018	FORD	X2B 603A	2018 FORD F-250 SUPER CAB 4WD XLT 8' BED 164" WB DIESEL (X2B 603A)	\$754	\$40,101	0.00
153	2018	FORD	W2A 600A	2018 FORD F-250 CREW CAB 2WD XL 6.5' BED 160" WB (W2A 600A)	\$484	\$25,765	0.00
154	2018	FORD	W2A 600A	2018 FORD F-250 CREW CAB 2WD XL 6.5' BED 160" WB DIESEL (W2A 600A)	\$650	\$34,575	0.00
155	2018	FORD	W2A 603A	2018 FORD F-250 CREW CAB 2WD XLT 6.5' BED 160" WB (W2A 603A)	\$563	\$30,239	0.00
156	2018	FORD	W2A 603A	2018 FORD F-250 CREW CAB 2WD XLT 6.5' BED 160" WB DIESEL (W2A 603A)	\$734	\$39,049	0.00
157	2018	FORD	W2A 600A	2018 FORD F-250 CREW CAB 2WD XL 8' BED 176" WB (W2A 600A)	\$488	\$25,944	0.00
158	2018	FORD	W2A 600A	2018 FORD F-250 CREW CAB 2WD XL 8' BED 176" WB DIESEL (W2A 600A)	\$653	\$34,754	0.00
159	2018	FORD	W2A 603A	2018 FORD F-250 CREW CAB 2WD XLT 8' BED 176" WB (W2A 603A)	\$572	\$30,414	0.00
160	2018	FORD	W2A 603A	2018 FORD F-250 CREW CAB 2WD XLT 8' BED 176" WB DIESEL (W2A 603A)	\$737	\$39,224	0.00
161	2018	FORD	W2B 600A	2018 FORD F-250 CREW CAB 4WD XL 6.5' BED 160" WB (W2B 600A)	\$532	\$28,283	0.00



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ALL PRICES INCLUDE FREIGHT AND INSTALLATION

## REGULAR AND SPECIAL FACTORY PRODUCTION OPTIONS

RPO	All Regular And Factory Production Options to be offered at discount from MSRP, Copy of Window Sticker Standard equipment list and MSRP option prices to be provided to customer with each contract conforming quote.	TBD
SEO	All Special Equipment Factory Production Options to be offered at discount from MSRP, Copy of Window Sticker Standard equipment list and MSRP option prices to be provided to customer with each contract conforming quote.	TBD
VSO	All Factory Production Vehicle Specific Options to be offered at discount from MSRP, Copy of Window Sticker Standard equipment list and MSRP option prices to be provided to customer with each contract conforming quote.	TBD

## Non-Identified Contract Options

NICO	Any Option not listed in this price schedule may be added in accordance with contract guidelines (not to exceed 10% over dealer costs).	TBD
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## EXTENDED WARRANTY

EWA	Price to be quoted at Florida Mandatory Sales Price. Warranties available through: Ford ESP, GMPP, NISSAN, JM&A, MOPAR. PRICES TO BE QUOTED FOR SPECIFIC VEHICLE AND POWER TRAIN COMBINATION	TBD
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## AMBER WARNING LIGHTS

S-ALB-36S	STAR 36" single color fully populated (Amber) LED Light Bar with front takedowns, alley lights, and rear arrow stick traffic advisor. Includes STAR 6-switch controller.	\$1,417.50
S-ALB-36D	STAR 36" dual color fully populated (Amber/White) LED Light Bar with full front flood feature, full side alley, and rear arrow stick traffic advisor. Includes STAR 6-switch controller.	\$1,542.50
S-ALB-51D	STAR 51" dual color fully populated (Amber/White) LED Light Bar with full front flood feature, full side alley, and rear arrow stick traffic advisor. Includes STAR 6-switch controller.	\$1,842.50
W-MJYAAAP	WHELEN 22" Mini Justice (Amber) light bar with fixed mount feet & populated corners. Includes ON/OFF rocker switch.	\$782.50
WALB-J50	WHELEN Justice 50" fully populated (Amber) light bar with Front Takedowns, Side Alley lights, and Rear Arrow Stick Traffic Advisor. Includes WHELEN 6-switch controller.	\$1,807.50
WALB-48L	WHELEN Liberty 48" fully populated (Amber) light bar with Front Takodowns, Side Alley lights, and Rear Arrow Stick Traffic Advisor. Includes WHELEN 6-switch controller.	\$1,997.50
RSL TRK	Roadside lighting truck package includes: Whelen four corner hide away LED kit, STAR 8-LED traffic advisor mounted in rear window glass dual color (AMBER/CLEAR), STAR D-LITE grille lights (AMBER), STAR D-LITE rear lights (AMBER) installed in gap between bottom of tail gate and bumper, all wired to factory upfilter switches or 6-switch controller.	\$1,792.50

## FOUR CORNER LED KITS

W-VERTEX	Whelen Vertex 4 Corner LED Kit. LED's will be mounted in headlamps and tailamps where possible, alternate mounting locations may be substituted.	\$555.00
S-LDHF311	STAR 4 Corner LED Kit. LED's will be mounted in headlamps and tailamps where possible, alternate mounting locations may be substituted.	\$545.00
FS-SL6FXX	Federal Signal 4 Corner LED Kit. LED's will be mounted in headlamps and tailamps where possible, alternate mounting locations may be substituted.	\$580.00
S0-ELUC2S010X	Sound-Off 4 Corner LED Kit. LED's will be mounted in headlamps and tailamps where possible, alternate mounting locations may be substituted.	\$580.00

## FOUR CORNER KITS WITH AFTERMARKET BODY APPLICATIONS



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W-VERTEX-UB	Whelen 4 Corner LED Kit with (2) Vertex hide away LED's installed in headlamps and (2) Vertex LED's with surface mount bezzels installed at rear of body. LED's will be mounted in headlamps where possible, alternate mounting locations may be substituted.	\$575.00
S-LDHF311-UB	STAR 4 Corner Kit with (2) LDHF311 LED's installed in headlamps and (2) DLS306 mini cornet LED installed at rear of body, alternate mounting locations may be substituted.	\$550.00
W-4CRNR-UB-AW	Whelen 4 Corner Kit with (2) Micron series LED's installed in grille (with brackets if necessary) and (2) Micron series LED's installed to rear of body (Amber/White).	\$625.00
S-4CRNR-UB-AW	STAR 4 Corner LED Kit with (4) DLX6 LED's, (2) installed in grille (with brackets if necessary) and (2) installed to rear of body (AMBER/WHITE).	\$545.00

## HITCHES & ACCESSORIES

CLIV	Class IV Receiver hitch	\$385.00
CLV	Class V Receiver hitch	\$544.50
7 & 4 WIRE	7 wire RV Plug with 4-wire flat combination plug	\$85.80
6 RU	6 wire utility trailer wire plug	\$85.80
C-WIRE	CUSTOMER SPECIFIC WIRE HARNESS	\$85.80
DB2	Draw Bar 2" Ball pin and clip	\$38.50
D2B	Draw Bar 2 & 5/16" Ball pin and clip	\$38.50
DB3	TRI-BALL DRAW BAR WITH 1-7/8" BALL, 2" BALL, & 2-5/16" BALL	\$98.00
<b>PTL2</b>	<b>Pintle Combination with 2" ball</b>	<b>\$99.00</b>
PTL2B	Pintle Combination with 2 & 5/16" ball	\$99.00
BUA	Back Up Alarm	\$125.00
3BLS	3rd Brake Light Safety Pulse (Pulses 3rd Brake Light (4) times upon application of brake pedal to increase driver awareness behind you when stopping)	\$189.00
3K	Additional Key Cut and Programmed (No Remote)	\$75.00
3KR	Additional Key and Remote (Where Applicable)	\$275.00
S3KR	Additional Key for Smart Key or Proximity Key Vehicles	\$375.00
N2	NITROGEN FILLED TIRES	\$149.00
N2 HD	NITROGEN FILLED TIRES (3/4 TON VEHICLES AND UP)	\$169.00
N2 DRW	NITROGEN FILLED TIRES (DUAL REAR VEHICLES)	\$189.00

## GRILLE GUARDS AND WINCHES

WGG	WRAP AROUND GRILLE GUARD	\$880.00
WGG MNT	WRAP AROUND GRILLE GUARD WITH WINCH MOUNT PLATE INCLUDED	\$1,050.00
WMT	WINCH MOUNT PLATE ONLY, NO PUSH BUMPER OR WRAPS	\$575.00
VR8000	WARN VR8000 8,000 WINCH WITH REMOTE (Requires WGG MNT or WMT)	\$785.00
M8000	WARN M8000 8,000 WINCH WITH REMOTE (Requires WGG MNT or WMT)	\$982.00



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National Joint Powers Alliance\*

8-S	WARN Zeon series 8,000lb WINCH WITH SYNTHETIC ROPE (Requires WGG MNT or WMT)	\$1,325.00
VR10000	WARN VR1000 10,000 lb WINCH WITH REMOTE (Requires WGG MNT or WMT)	\$825.00
10-S	WARN Zeon series 10,000 lb WINCH WITH SYNTHETIC ROPE (Requires WGG MNT or WMT)	\$1,425.00
VR12000	WARN VR12000 12,000 lb WINCH WITH REMOTE (Requires WGG MNT or WMT)	\$982.00
12-S	WARN Zeon series 12,000 lb WINCH WITH SYNTHETIC ROPE (Requires WGG MNT or WMT)	\$1,525.00
16.5Ti	WARN 16.5Ti 16,500 lb WINCH WITH REMOTE (Requires WGG MNT or WMT)	\$2,325.00

### FLOOR AND BED PROTECTION

WTF REG	WEATHER TECH FLOOR LINERS REGULAR CAB P/U	\$159.00
WTF EXT	WEATHER TECH FLOOR LINERS EXTENDED OR DOUBLE CAB P/U	\$329.00
WTF CRW	WEATHER TECH FLOOR LINERS CREW CAB P/U	\$249.00
PBL	PLASTIC BEDLINER	\$249.00
HD SOB SH	HEAVY DUTY SPRAY ON BEDLINER (SHORT BED)	\$479.00
HD SOB LG	HEAVY DUTY SPRAY ON BEDLINER (LONG BED)	\$529.00
USOB	HEAVY DUTY SPRAY ON BEDLINER INSIDE CARGO AREA OF 8' UTILITY BODY	\$550.00
USOB-TB	HEAVY DUTY SPRAY ON BEDLINER INSIDE CARGO AREA OF 8' UTILITY BODY + TOP OF BOXES AND BUMPER	\$875.00
UBC	Under Body Coating	\$650.00

### WINDOW FILM & GUARDS

DT2	DEEP TINT FILM INSTALLED ON FRONT TWO DOORS	\$115.00
DTF 2 TRK	DEEP TINT FILM 2 DOORS AND BACK GLASS 2 DOOR TRUCK	\$165.00
DTF 4 TRK	DEEP TINT FILM 4 DOORS AND BACK GLASS EXT/CREW CAB TRUCK	\$225.00
RSF 2	RAIN SHIELDS FLANGE STYLE 2 DOORS	\$85.00
RSF 4	RAIN SHIELDS FLANGE STYLE 4 DOORS	\$125.00
RS 2	RAIN SHEILDS STICK ON STYLE 2 DOOR	\$85.00
RS 4	RAIN SHEILDS STICK ON STYLE 4 DOOR	\$125.00
WSTP	WINDSHIELD STRIP	\$25.00

### TOOL BOXES

ATB-LP-18	HD DIAMOND PLATE TOOL BOX LOW PROFILE 18" DEPTH	\$405.00
SMB-48	(2) SIDE MOUNTED 48" TOOLBOXES	\$595.00
SMB-68	(2) SIDE MOUNTED 68" TOOLBOXES	\$685.00
SMB-72	(2) SIDE MOUNTED 72" TOOLBOXES	\$685.00
FNT85	85 Gallon Fuel n Tool Combo with L-shaped fuel tank, tool box, 13GPM fuel transfer pump, hose, nozzle, and GPI inline digital flow meter for use in short bed PU or Utility body	\$1,785.00



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FNT101	101 Gallon Fuel n Tool Combo with L-shaped fuel tank, tool box, 13GPM fuel transfer pump, hose, nozzle, and GPI inline digital flow meter for use with long bed PU	\$1,785.00
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### Liftgates

G2-1300	TommyGate G2 1300lb lift gate with 58x38 platform for pickups (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$2,985.00
<b>G2-1300-2PC</b>	<b>TommyGate G2 1300lb 2-pc lift gate with 58x38 platform for pickups (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)</b>	<b>\$3,170.00</b>
G2-1300-UTIL	TommyGate G2 1300lb lift gate with 58x38 platform for Knapheide utility body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,450.00
TG1300 STK	TommyGate G2 1300lb lift gate with 87x36+6 platform for Knapheide flatbed/stake body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,560.00
TG1600 STK	TommyGate G2 1600lb lift gate with 87x36+6 platform for Knapheide flatbed/stake body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,610.00
TT15-ET	Thieman 1500 lb lift gate for pickup or Reading service body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,195.00
TWL-16ET	Thieman 1600 lb lift gate for stake body and Reading van body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,620.00
TT-12E AL	Thieman 1200 lb ALUMINUM lift gate for pickups only (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,060.00
TT-15E AL	Thieman 1500 lb ALUMINUM lift gate for pickup or Reading service body applications (includes credit for tailgate, may require modifacaiton to factory hitch, requires relocation of factory rear view camera)	\$3,500.00

### TOPPERS & RACKS

ALPRU-SS8	Single side custom HD aluminum pipe rack for 8' utility body or pickup fabricated using 1-1/2" square tubing installed on curb side from rear of utility body to front bumper, includes expanded aluminum basket over cab	\$1,965.00
ALPRU8	Custom HD aluminum pipe rack for 8' utility bodies fabricated using 1-1/2" square tubing installed from rear of utility body or pickup to windshield/hood line of vehicle over cargo area, includes expanded aluminum basket over cab.	\$1,765.00
ECHO	Ranch Echo Fiberglass Cab High topper with fixed glass sides	\$1,680.00
ECHO-WD	Ranch Echo topper with side access windows	\$2,065.00
LEER DCC	Leer Deluxe Aluminum Commercial Topper (White), 23" High, with codable locks, front picture window, full length side doors with driver and passenger side tool boxes including 1 vertical and 1 horizontal divider, rear lift up door with picturer window, ladder rack, 20" 12v LED interior light bar, LED brake light.	\$2,960.00
SIERRA-SS	Ranch Sierra topper with solid sides	\$1,860.00
FCH-LR	TracRac aluminum roof rack system with two cross bars & 4 adjustable load stops	\$785.00
FTC	Fiberglass tonneau cover painted to match cab of truck	\$1,450.00
BSL1000	1,000LB Capacity Cargo Ease bedslider with rubber mat and 4" sides	\$1,275.00
BSL1500	1,500LB Capacity Cargo Ease bedslider with rubber mat and 4" sides	\$1,770.00
R-N-L	Roll-N-Lock Bed Cover	\$1,870.00
HAR	HEADACHE RACK	\$475.00
BR 15004	BACK RACK CAB GUARD FOR TRUCKS WITHOUT A CROSS BODY TOOL BOX with 91006 Light Bar Mounting	\$466.50



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BR 15004 TB	BACK RACK CAB GUARD FOR TRUCKS WITH CROSS BODY TOOL BOX with Light Bar Mounting Bracket	\$466.50
SFB ### ###	Rack-it Sure Fit streamline 1000 series modular powder coated truck rack	\$1,255.00
9115	Beacon mount for Rack-it rack (Price Each)	\$49.00
RS-2BK	Rack-it rack strap (pair) for load securement	\$102.00
1200ATR	1200ATR - Weather Guard aluminum material rack	\$1,075.00
RAILS	Side rails to the 1200ATR	\$910.00
CROSS	Add one additional cross member to the 1200ATR	\$185.00
WG1450	Weather Guard 1450 single side mounted ladder rack for pickups	\$705.00
WG1425-3	WeatherGuard Aluminum single side mounted ladder rack for utility bodies	\$795.00

### CONSOLES & INVERTERS

RAM-VB-###-SW1	Ram vehicle specific no-drill laptop stand	\$415.00
RAM-VBD-125-SW-1	RAM Mount Universal Computer Stand Base, Pole, Tilt / Swivel laptop tray	\$415.00
PKG-PSM-###	HAVIS vehicle specific premium computer mount stand with UT-101 deluxe laptop tray.	\$695.00
TROY14	Troy Products 14" console with vehicle specific floor plate, 4" dual internal cupholder, 3" shallow console tray, (3) 12V DC outlets, height adjustable 5"x8" armrest, and blank filler plates.	\$695.00
TROY20	Troy Products 20" wide body console with vehicle specific floor plate, 4" dual internal cupholder, 3" shallow console tray, (3) 12V DC outlets, height adjustable 5"x8" armrest, and blank filler plates.	\$865.00
TROY16-FB	Troy Products 20" wide body console with vehicle specific floor plate, 4" dual internal cupholder, 3" shallow console tray, (3) 12V DC outlets, lidded file box at rear console with large leather pad, and blank filler plates.	\$1,015.00
806-1206	806-1206 - 600w pure sine wave inverter	\$410.00
806-1210-PU	1000 Xantrex watt pure sine wave inverter mounted mounted behind passenger seat or under rear seat curbside, includes 808-9001 Xantrex user control / ignition control switch mounted to dash	\$725.00
806-1220-PU	2000 Xantrex watt pure sine wave inverter mounted mounted behind passenger seat or under rear seat curbside, includes 808-9001 Xantrex user control / ignition control switch mounted to dash	\$1,055.00
806-1210-UB	1000 watt pure sine wave inverter installed in curbside FRONT compartment of utility body, includes 808-9001 Xantrex user control / ignition control switch mounted to dash	\$725.00
806-1220-UB	2000 watt pure sine wave inverter installed in curbside FRONT compartment of utility body includes 808-9001 Xantrex user control / ignition control switch mounted to dash	\$1,055.00
813-3000-UB	3000 watt modified sine wave inverter installed in curbside FRONT compartment of utility body includes installation with 4/0 power/ground & ignition control solenoid (dealer strongly recommends upgrading alternator and addition of auxiliary battery)	\$1,462.00

### Utility Body Camera Options (camera's standard on MY18+ pickups)

#### FORD - Factory

872	Rear View Camera and Prep Kit (includes loose camera, wiring bundle and electrochromic mirror w/video display, option only pertains to box removal applications.	\$410.00
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#### GM - Factory

AVF 5P9	Factory rear camera calibration with dealer provided GM camera. BCM will be flashed at the plant for acceptance of GM camera, option only pertains to box removal applications.	\$510.00
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### 8' Single Rear Wheel Utility Bodies

K696J	Knapheide SRW Painted Utility Body	\$5,300.00
K696FJ	Knapheide SRW Painted Utility Body with Flip Tops	\$5,990.00
K MSL	Master Locking	\$495.00
K COMP LED	LED Compartment Lighting	\$515.00
K T-HANDLES	T-Handle Latches	\$345.00
KNAP LOCKS	Knaplock padlocks keyed to factory ignition key	\$75.00
K CE6K-3	Venturo 2000lb Electric Mast Folding Crane 6,000 ft - lbs crane with 2,000lb lifting capacity with manual extension, rotation, and elevation. Includes spring buildup and reinforced bumper or bed.	\$5,455.00
K ET6K	Venturo 2,000lb capacity (6,000 ft-lb) E/H crane with hydraulic elevation, manual extension 6'-10', continuous rotation, and 50' of 3/16" wire rope. Price includes manual outriggers, boom rest, crane re-inforcement, and spring buildup.	\$11,375.00
WS298 M SW U	Warner SRW Service Body Powder Coated White.	\$6,005.00
WS298 M SW U FT	Warner SRW Service Body Powder Coated White with Flip Top lids.	\$6,775.00
W MSL	Master Locking	\$390.00
W LED COMP	LED Compartment Lighting	\$865.00
W T-HANDLES	T-Handle Latches	\$440.00
W BROOKLYN BARS	Brooklyn Bars	\$540.00
K CE6K-3	Venturo 2000lb Electric Mast Folding Crane 6,000 ft - lbs crane with 2,000lb lifting capacity with manual extension, rotation, and elevation. Includes spring buildup and reinforced bumper or bed.	\$5,660.00
K ET6K	Venturo 2,000lb capacity (6,000 ft-lb) E/H crane with hydraulic elevation, manual extension 6'-10', continuous rotation, and 50' of 3/16" wire rope. Price includes manual outriggers, boom rest, crane re-inforcement, and spring buildup.	\$12,905.00
SLU98ASW	READING Standard Line Utility Body Powder Coated White	\$5,580.00
SLU98ASW-SML	READING Standard Line Utility Body Powder Coated White with Space Maker Lids	\$6,385.00
U98ASW	READING Classic II Utility Body Powder Coated White	\$6,660.00
U98ASW-A	READING Classic II ALUMINUM Utility Body Powder Coated White	\$7,510.00
U98ASW-SML	READING Classic II Utility Body Powder Coated White with Space Maker Lids	\$7,510.00
U98ASW-SML-A	READING Classic II ALUMINUM Utility Body Powder Coated White with Space Maker Lids	\$8,360.00
ML-98-108	Master Locking	\$385.00
CL-LED-98-108	LED Compartment Lighting	\$860.00
LM-98-108	LATCHMATIC REMOTE LOCKING SYSTEM	\$815.00
K CE6K-3	Venturo 2000lb Electric Mast Folding Crane 6,000 ft - lbs crane with 2,000lb lifting capacity with manual extension, rotation, and elevation. Includes spring buildup and reinforced bumper or bed.	\$4,605.00
K ET6K	Venturo 2,000lb capacity (6,000 ft-lb) E/H crane with hydraulic elevation, manual extension 6'-10', continuous rotation, and 50' of 3/16" wire rope. Price includes manual outriggers, boom rest, crane re-inforcement, and spring buildup.	\$12,685.00
C-100	Custom Fiberglass Coaches Animal Control Body Includes: Reinforced one-piece molded fiberglass construction, bright white gelcoat high gloss exterior finish, step bumper with tread plate top, SS hardware, 6 animal compartments, sloped floor drainage system, pass-through swing door in the front compartment, storage compartment with rear access, and catch pole holder. SS tube roof rack, fresh air ventilation system vented to each compartment, five molded louver vents in exterior door panels with airflow control vents, L.E.D. lighting in compartments, L.E.D. brake, running and reverse lights **Includes bed credit, freight, and installation**	\$13,305.00
HC AC	Upgrade coach to include 28,000 BTU cooling with temperature monitor in cab of vehicle	\$3,245.00

### 8' Dual Rear Wheel Utility Bodies (Minimum 56" CA)

K696D54J	8' Knapheide DRW Painted Utility Body	\$5,940.00
K696D54FJ	8' Knapheide DRW Painted Utility Body with Flip Tops	\$6,605.00
K MSL	Master Locking	\$495.00
K COMP LED	Compartment Lighting	\$515.00
K T-HANDLES	T-Handle Latches	\$515.00
KNAP LOCKS	Knaplock padlocks keyed to factory ignition key	\$75.00
EC3200	Stellar 3200# Crane mounted curbside rear includes crane side spring build up, reinforcement, boom support and manual out/down outriggers, wired pendant control.	\$15,165.00
K ET8KX	Venturo 3200# Crane mounted curbside rear includes crane side spring build up, reinforcement, boom support and manual out/down outriggers, wired pendant control.	\$15,465.00
WS298 M DW U	8' DRW Warner Service Bodies Powder Coated White	\$6,805.00
WS298 M DW U FT	8' DRW Warner Service Bodies Powder Coated White with Flip Tops	\$7,590.00
W MSL	Master Locking	\$390.00



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W LED COMP	LED Compartment Lighting	\$865.00
W T-HANDLES	T-Handle Latches	\$440.00
W BROOKLYN BARS	Brooklyn Bars	\$490.00
W PSC3216	PalFinger 3,200# E/H crane with boom rest, reinforcement, spring build up, extra battery, manual out/down outriggers and Radic Remote control.	\$19,040.00
U98ADW	READING Classic II 8ft DRW Utility Body Powder Coated White	\$6,895.00
U98ADW-A	READING Classic II ALUMINUM 8ft DRW Utility Body Powder Coated White	\$7,995.00
U98ADW-SML	READING Classic II 8ft DRW Utility Body Powder Coated White with Space Maker Lids.	\$7,745.00
U98ADW-SML-A	READING Classic II ALUMINUM 8ft DRW Utility Body Powder Coated White with Space Maker lids.	\$8,945.00
ML-98-108	Master Locking	\$385.00
CL-LED-98-108	LED Compartment Lighting	\$860.00
LM-98-108	LATCHMATIC REMOTE LOCKING SYSTEM	\$815.00
K ET8KX	Venuro 3200# Crane mounted curbside rear includes crane side spring build up, reinforcement, boom support and manual out/down outriggers, wired pendant control.	\$16,090.00
R PSC3216	PalFinger 3,200# E/H crane with boom rest, reinforcement, spring build up, extra battery, manual out/down outriggers and Radio Remote control	\$18,815.00
3200REL-15PKG	Liftmoore 3200 LB Electric Crane Model 3200REL mounted curbside rear includes crane side spring build up, reinforcement, boom support and manual out/down outriggers, wired pendant control.	\$14,805.00

### Flat Beds & Stake Sides

PVMXS-838C	8' SRW Flat Bed	\$3,275.00
R4096-08	Add Stake sides	\$1,255.00
PVMXS-83C	8' DRW Flat Bed	\$3,665.00
R4096-08	Add Stake sides	\$1,255.00

### TAG & REGISTRATION

TEMP-TAG	Temporary tag	\$45.25
TRANS-TAG	Transfer existing registration Includes temp tag & two way overnight shipping for signature. (must provide tag number)	\$198.85
NEW-TAG	New state tag Includes temp tag & two way overnight shipping for signature.(specify state, county, city, sheriff, etc.)	\$248.33



#4

**NOTICE OF AWARD TO 72 HOUR LLC, DBA NATIONAL AUTO FLEET GROUP  
Request for Proposal #120716  
VEHICLES, CARS, VANS, SUV'S, AND LIGHT TRUCKS WITH  
RELATED EQUIPMENT, ACCESSORIES AND SERVICES**

January 16, 2017

72 Hour LLC, dba National Auto Fleet Group  
490 Auto Center Drive  
Watsonville, CA 95076

Dear Mr. Cooper:

Congratulations! You have been awarded an NJPA national contract for procurement of "Vehicles, Cars, Vans, SUV's, and Light Trucks with Related Equipment, Accessories and Services." Your proposal was accepted, deemed responsive, evaluated, and recommended for award by NJPA's Evaluation Committee as a solution to meet our members' needs. NJPA's Chief Procurement Officer and the Executive Director have approved a contract award to 72 Hour LLC, dba National Auto Fleet Group, and this award will be effective on the date stated in the Acceptance and Award document.

This award means that you are now an "NJPA Awarded Contract Vendor" and are part of a select group of world-class vendors. We have attached the NJPA Acceptance and Award. Please check to make sure that your organization's authorized representative has signed this document and has provided a fully executed copy to NJPA.

Mike Domin is your NJPA Contract Administrator and will be contacting you soon to discuss plans to make this contract a success for you and our members. Here is Mike's contact information:

Office Phone: 218-895-4148  
Cell Phone: 218-838-4545  
Email: [mike.domin@njpacoop.org](mailto:mike.domin@njpacoop.org)

Sincerely,

Jonathan Yahn  
Contracts and Compliance Manager

cc: Mike Domin

Mr. Chris Wilson  
Alan Jay Automotive Network  
441 US Hwy. 27 North  
Sebring, FL 33871

#7

**Authorization # 7300 Renewed**

**Recitals:** National Auto Fleet Group, a wholly owned subsidiary of Chevrolet of Watsonville was the successful bidder on the National Joint Powers Alliance bid number 120716 "VEHICLES, CARS, VANS, SUV'S AND LIGHT TRUCKS WITH RELATED ACCESSORIES".

The subsequent contract resulting from bid number 120716 does not expire until January 17, 2021. In an effort to provide passenger cars, light duty medium duty and heavy duty trucks with accessories, National Auto Fleet Group elected to create Alan Jay Automotive Management, Inc. an APPROVED ASSOCIATE DEALER.

Your proposal offering is hereby accepted and is awarded for Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac. Alan Jay Ford Lincoln Mercury, Inc. d/b/a Alan Jay Ford Lincoln. Alan Jay Import Center Inc. d/b/a Alan Jay Toyota. Alan Jay Enterprises of Wauchula, Inc., d/b/a Alan Jay Chrysler Dodge Jeep of Wauchula d/b/a Alan Jay Chevrolet of Wauchula, Alan Jay Ford of Wauchula, Inc., Alan Jay Chrysler Jeep, Inc. d/b/a Alan Jay Kia, Tropical Chevrolet, Inc. As an ASSOCIATE DEALER, you are now bound to terms and conditions of the ASSOCIATE DEALER AGREEMENT.

National Auto Fleet Group has selected Alan Jay Automotive Management, Inc. to conduct business within the states of Florida, Alabama, Georgia, North Carolina, and South Carolina to sell service and deliver Passenger Cars, Light Medium & Heavy Duty Trucks under our national contract 120716, to any city or county, political sub-division.

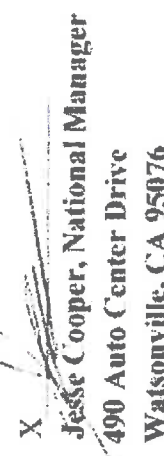
VALID FROM 1-17-2016 THROUGH 1/17/2021

ALAN JAY AUTOMOTIVE NETWORK

X 

Chris Wilson, Fleet Sales Manager  
441 US Hwy. 27 North  
Sebring, FL 33870

NATIONAL AUTO FLEET GROUP

X   
Jesse Cooper, National Manager  
490 Auto Center Drive  
Watsonville, CA 95076

Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST



Company Name: 72 Host LLC, DBA National Aero Fleet Group

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
<i>N/A</i>		<i>None taken</i>	

Proposer's Signature: *[Handwritten Signature]* Date: 12-5-16

NJPA's clarification on exceptions listed above:

*[Empty box for clarification]*



Contract Award  
RFP #120716

FORM D



Formal Offering of Proposal  
(To be completed only by the Proposer)

VEHICLES, CARS, VANS, SUVs, AND LIGHT TRUCKS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for VEHICLES, CARS, VANS, SUVs, AND LIGHT TRUCKS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

72 HOOT LLC, DBA

Company Name: NATIONAL AUTO FLEET GROUP Date: 12-5-16

Company Address: 490 AUTO CENTER DRIVE

City: WATSONVILLE State: CA Zip: 95076

Contact Person: JESSE COOPER Title: FLEET MANAGER

Authorized Signature:  JESSE COOPER  
(Name printed or typed)

FORM E  
CONTRACT ACCEPTANCE AND AWARD

#8



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 120716-NAF

Proposer's full legal name: 72 Hour LLC, dba National Auto Fleet Group

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be January 17, 2017 and will expire on January 17, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwarz  
(NAME PRINTED OR TYPED)

  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 16, 2017


NJPA Contract # 120716-NAF

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name 72 Hour LLC, National Auto Fleet Group

Authorized Signatory's Title Fleet Manager

  
VENDOR AUTHORIZED SIGNATURE

Jesse Cooper  
(NAME PRINTED OR TYPED)

Executed on 1-16, 2017

NJPA Contract # 120716-NAF

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: 72 HOCT LLC, DBA NATIONAL AUTO FLEET GROUP

Address: 490 AUTO CENTER DRIVE

City/State/Zip: WATSONVILLE, CA 95076

Telephone Number: 855-289-6572

E-mail Address: JCOOPER@NATIONALAUTOFLEETGROUP.COM

Authorized Signature: *Jesse Cooper*

Authorized Name (printed): JESSE COOPER

Title: FLEET MANAGER

Date: 12-2-16

**Notarized**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

Subscribed and sworn to before me this 2 day of December, 2016

Notary Public in and for the County of Los Angeles State of California

My commission expires: July 30, 2019

Signature: *[Signature]*





Form P

**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: National Auto Fleet Group

Questionnaire completed by: Jesse Cooper

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?

Net 30

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Absolutely. We provide both municipal financing and municipal leasing available to all NJPA members in every state. We use National Cooperative Leasing, Diversified Leasing and NAFG Provided leasing options to all NJPA Members.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

There are two methods. One is the electronic ordering process, where the member logs into our website located at [www.nationalautofleetgroup.com](http://www.nationalautofleetgroup.com), builds their desired vehicle to their specifications, and then electronically sends us a purchase order. The vehicle is delivered directly to the user's specified end-user address, then we FedEx the customer all the appropriate documentations.

The other method, should the customer not be comfortable with internet or the use of our website, is where the member calls our toll-free number at 1-855-289-6572 and is greeted by one of our sales associates, who then creates a quotation based on the customer's needs and either emails, faxes, or physically mails it to the customer. The customer then sends us a purchase order. We then process the purchase order and deliver the vehicle to the customer's specified location.

We have reported directly to NJPA for the last 22 consecutive quarters.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, we do accept the P-card procurement and payment process, and there is no additional cost for using it.

### Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
- Do your warranties cover all products, parts, and labor?
  - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
  - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
  - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
  - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
  - What are your proposed exchange and return programs and policies?

The manufacturer's warranties are all written between the manufacturer and the NJPA member.

Therefore, should a warranty repair be required, the member merely needs to take the vehicle to the closest manufacturer franchise (i.e. Ford, Toyota etc.) If the vehicle is not drivable, the customer can notify us through our toll-free number at 1-855-289-6572 and we will have it towed to the nearest facility. All this is done at no cost to the member. There are no conditions to qualify. Any new vehicle qualifies. The manufacturer's warranty does include labor and parts. Other than abuse, there are no restrictions or limitations that affect coverage. All warranty repairs are done in the manufacturer's facilities, thus there is no travel time for technicians. Warranty repairs are all performed in all 50 states, regardless of location. Any after-market accessories installed under our contract are covered by the written warranty for both parts and labor for the after-market installer, who provided them. There is no return policy. If a vehicle is no longer needed by the member, a 25% restocking charge can be imposed.

- 6) Describe any service contract options for the items included in your proposal.

We offer a multitude of service contracts and extended warranties, running all the way up to 250,000 miles. The cost, term, and coverage are determined by the mileage and term. Contact us directly for a quote.

### Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

All of our pricing, by manufacturer, is listed in the attached books 1-18, outlined in our price summary along with our after market equipment categories.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Utilizing a Percentage Off MSRP / LIST method, NAFG can offer NJPA members discounts ranging from 25.86% down to 1% across the 15 manufacturers depending on model. Please

see Tab 2 as well as Attachment Book 2-18 for "Pricing." We detail the addition of All Factory Options and After Market Equipment.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The percentage will vary on the very same product from state to state as the discount structure passed onto us by the manufacturers can vary from state to state. Therefore, we have included in the 18 attachment A's / Books the exact manufacturer's list price and our price side by side. This fixed pricing makes it easy to do price validations. In addition, all factory installed options can be added at factory invoice + 3% and all after-market accessories are offered at the up fitter's municipal pricing level which varies from 1-30% off of retail prices.

All of our pricing is based on 2017 year model. Any subsequent year model in the contract will be a maximum of 3% more + any required governmental, safety, emissions requirement as mandated by the federal or Canadian government.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

Our bid price is the most competitive price on the marketplace. It is far lower than any individual or other cooperatives have available to them. We leverage our entire company-wide purchasing power to the benefit to the NJPA member. Last year alone, company-wide, we delivered over 34,000 vehicles, which is the driving force that allows us to obtain deep discounts from all original equipment manufacturers and deliver the savings to the NJPA member. We don't think any other vendor can do that.

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

They are all included in our bid price.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage." or you may supply a quote for each such request.

Included in our bid are the base prices for all vehicles. Factory options can be added at +10%. All sourced goods are offered at the up fitter's municipal pricing level which varies from 1-30% off of retail prices.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

There are no hidden or undisclosed costs in our proposal. All costs are legitimate and fully disclosed to the NJPA member.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

There is no additional cost. All shipping is included in the original quote to the member.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Shipping to Alaska or Hawaii can be one of two ways. Either from the assembly point directly to the franchise dealer in Alaska or Hawaii, or if the NJPA member requires a lower 48 state specialized body installation, then freight is calculated from the Port of Long Beach, Port of Los Angeles, or the Port of Seattle, Washington. It is included in the original NJPA member quote.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

To us, these are not unique. We have been doing this for years, and we continue to do this every day. Our competitors do not have that advantage.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

We have an in-house financial administrator who monitors that on a daily basis. In addition, we bring in twice a year, Polmaris and Associates (an independent certified public accountant from Sacramento, California) to review all payments and disbursements.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

- 1) 1% of the unit price is up to \$700.00 other than "related equipment" pass through items
- 2) Total amount in any 12-month period will not exceed \$4,500,000.00 in Administration Fees
- 3) NAFG reserves the right to waive all or in part the Admin Fee when faced with a large county of State competition and or faced with unusable circumstances.

#### Industry-Specific Questions

- 19) Identify any features in your response that are different from your standard vehicle offering or that are unique to your proposal.

Our proposal is unique primarily in the fact that we are the only ones that have the order to deliver online system available exclusively for your members. None of the other bids you are reviewing today can state that.

- 20) Demonstrate your processes to handle vehicles on order with NJPA members that are subject to a recall or that have open service campaigns.

Our staff keeps a running list of open recalls by manufacturer. We cross check it on a weekly basis to try and ensure that none of your members receive a vehicle with an open our outstanding recall or campaign.

- 21) Demonstrate your NJPA member communication processes from P.O. generation to the delivery of vehicle in order to meet member expectations.

After the PO is issued to NAFG we send our client an order confirmation with an estimated time of arrival for the purchase. We give members the option of how frequently they would like updates on their vehicles, as well as communicating any complications along the way. Our staff communicates through any form that customers feel comfortable with, whether it is faxes, calls, or emails. When the vehicle is ready to be delivered, we give the customers advance notice to ensure they are ready to receive the vehicle. All vehicle paperwork documents are sent out via UPS, and tracking numbers are provided to the client

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

12-6-16