

Bid Opening Results For:

IFB NUMBER	21053
BID OPENING	8/21/2007
GROUP NUMBER	40410
PURCHASING OFFICER	Donald Simpson
TELEPHONE	(518) 474-2802

DESCRIPTION

Police Vehicles
(2008 Model Year)
(Statewide)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
ACTION CHEVROLET INC

Bidder **MOTORS FLEET**
900 HIGHWAY 35 SOUTH
OCEAN, NJ 07712

Bidder
HOBERTON CHEVROLET INC.

Item 1 - Sedan, 4-Door, Front Wheel Drive Chevrolet Impala Police Vehicle (1WS19) (As per the Detailed Specifications)

Evaluation Quantity 250
Options
Estimated Undiscounted/MSRP Value for Options: \$150,000
Discount Bid for Options**:
% Discount Bid x \$150,000 (Options Discount Value):
\$150,000 - Options Discount Value (Net Options Cost):
GRAND TOTAL (Total Price + Net Options Cost):

Unit Price	Total Price
\$ 17489 *	\$ 4,372,250.00
6 %	
(\$ - 9000)	
	\$ 141,000.00
	\$ 4,513,250.00

Complete Make and Model of Vehicle: **CHEVROLET IMPALA**
POLICE 1WS19

Delivery: **90-120** days A/R/O

*Unit Price must include all items required in the specification.
**This discount will be applied to the Manufacturer's Suggested retail Price (MSRP) of all options.
By signing below indicates that the Unit Price includes all standard and required equipment.

SIGNATURE: *[Signature]*
TITLE: **FLEET MGR.**

Unit Price	Total Price
\$ 18,201.00 *	\$ 4,565,250.00
12 %	
(\$ - 18,000.00)	
	\$ 132,000.00
	\$ 4,697,250.00

2008 Chevy Impala Police
1WS19 with 9C1, LZG, MYD,
N81, UIC, AR9 options included
75-100 days A/R/O

Unit Price	Total Price
\$ 17415.05 *	\$ 4,353,762.50
10 %	
(\$ - 15000.00)	
	\$ 135,000.00
	\$ 4,488,762.50

2008 CHEVROLET IMPALA
Police 1WS19 4dr SDN 9C1
120 days A/R/O

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Bidder
ALBANY DODGE INC

Bidder Warnock Automotive Inc.,
d/b/a Warnock Fleet

Bidder **MOTORS FLEET**
900 HIGHWAY 35 SOUTH
OCEAN, NJ 07712

Item 2 - Sedan, 4-Door, Rear Wheel Drive Dodge Charger Police Vehicle (LXDH48) (As per the Detailed Specifications)	Unit Price	Total Price
Evaluation Quantity 100	\$ <u>19,415*</u>	\$ <u>1,941,500</u>
Options Estimated Undiscounted/MSRP Value for Options: \$50,000		
Discount Bid for Options**:	<u>6</u> %	
% Discount Bid x \$50,000 (Options Discount Value):	<u>(\$ -3000)</u>	
\$50,000 - Options Discount Value (Net Options Cost):		<u>\$47,000</u>
GRAND TOTAL (Total Price + Net Options Cost):		<u>\$1,988,500</u>
Complete Make and Model of Vehicle:	<u>DODGE CHARGER LXDH48</u>	
Delivery:	<u>120 to 180</u> days A/R/O	

Unit Price	Total Price
\$ <u>19,292.00</u>	\$ <u>1,929,200.00</u>
<u>5</u> %	
<u>(\$ -2,500.00)</u>	
	<u>\$47,500.00</u>
	<u>\$1,976,700.00</u>
<u>2008 Dodge Charger Police Vehicle (LXDH48)</u>	
<u>120-150*</u> days A/R/O	
*Subject to Manufacturer's scheduling and production limitations	

Unit Price	Total Price
\$ <u>19,823.00</u>	\$ <u>1,982,300.00</u>
<u>12</u> %	
<u>(\$ -6000.00)</u>	
	<u>\$44,000.00</u>
	<u>\$2,026,300.00</u>
<u>2008 Dodge Charger Police RWD #LXDH48 with 27A pkg., EGG (V6), DGJ (automatic), TBW (tire) options included</u>	
<u>75-100</u> days A/R/O	

*Unit Price must include all items required in the specification.

**This discount will be applied to the Manufacturer's Suggested retail Price (MSRP) of all options.

By signing below indicates that the Unit Price includes all standard and required equipment.

SIGNATURE: [Signature]

TITLE: Director of Fleet Operations

(continued)

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Bidder
Nye Ford Inc.

Bidder Warnock Automotive Inc.,
d/b/a Warnock Fleet

Bidder **MOTORS FLEET**
900 HIGHWAY 35 SOUTH
OCEAN, NJ 07712

Item 3 - Sedan, 4-Door, Rear Wheel Drive Ford Crown Victoria
Police Vehicle (P71) (As per the Detailed Specifications)

Evaluation Quantity 500
Options
Estimated Undiscounted/MSRP Value for Options: \$200,000
Discount Bid for Options**: *.051%*
% Discount Bid x \$200,000 (Options Discount Value):
\$200,000 - Options Discount Value (Net Options Cost):
GRAND TOTAL (Total Price + Net Options Cost):

Unit Price	Total Price
<i>\$20,127.05*</i>	<i>\$10,063,525.00</i>
<i>.051%</i>	
<i>(\$10,200.00)</i>	
	<i>\$189,800.00</i>
	<i>\$10,253,325.00</i>

Complete Make and Model of Vehicle:

*2008 Crown Victoria
Police interceptor Ford
P-71, PEP Pkg 720A*

Delivery:

240 days A/R/O

*Unit Price must include all items required in the specification.

**This discount will be applied to the Manufacturer's Suggested retail Price (MSRP) of all options.

By signing below indicates that the Unit Price includes all standard and required equipment.

SIGNATURE: *[Signature]*

TITLE: *PRESIDENT*

Unit Price	Total Price
<i>\$19,453.00</i>	<i>\$ 9,726,500</i>
<i>5.00%</i>	
<i>(\$ 10,000.00)</i>	
	<i>\$ 190,000.00</i>
	<i>\$ 9,916,500.00</i>

2008 Ford Crown Victoria Police Interceptor
(P71)

90-120 days A/R/O

Unit Price	Total Price
<i>\$19,437.00*</i>	<i>\$ 9,718,500.00</i>
<i>13%</i>	
<i>(\$ 26,000.00)</i>	
	<i>\$ 174,000.00</i>
	<i>\$ 9,892,500.00</i>

2008 Ford CR.VIC police Interceptor
P71 with 720A pkg, 99V - (VS)

75-100 days A/R/O

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Bidder **WINNER FORD**
250 HADDONFIELD-BERLIN RD.
CHERRY HILL, NJ 08034

Bidder
Van Bortel Ford, Inc.

Item 3 - Sedan, 4-Door, Rear Wheel Drive Ford Crown Victoria
Police Vehicle (P71) (As per the Detailed Specifications)

Evaluation Quantity 500

Options
Estimated Undiscounted/MSRP Value for Options: \$200,000

Discount Bid for Options**:

% Discount Bid x \$200,000 (Options Discount Value):

\$200,000 - Options Discount Value (Net Options Cost):

GRAND TOTAL (Total Price + Net Options Cost):

Complete Make and Model of Vehicle:

Delivery:

*Unit Price must include all items required in the specification.

**This discount will be applied to the Manufacturer's Suggested
retail Price (MSRP) of all options.

By signing below indicates that the Unit Price includes all
standard and required equipment.

SIGNATURE: Suzanne Hoggman

TITLE: Fleet Sales Rep

Unit Price	Total Price
\$204,000.00	\$10,231,000.00
10 %	
(\$200,000.00)	
	\$180,000.00
	\$10,411,000.00
2008 Ford P71	
Crown Victoria	
Police Interceptor	
60-180 days A/R/O	

Unit Price	Total Price
\$19,820*	\$9,910,000
12 %	
(\$24,000)	
	\$176,000
	\$10,086,000
2008 FORD Crown Victoria	
P71 Police Interceptor	
60-180 days A/R/O	