

Bid Award**Contract:** 22-08-0913, Vehicle and Motorcycle Procurement**Group:** SUVs**Item:** 161, Ford, Explorer 4X4 2.3L, K8B**Description:** Manufacturer's standard base model specifications and current model year for model/model number listed.**Model Upgrade/Downgrade:** There are no models offered as a model upgrade/downgrade for this vehicle.

Zone	Rank	Vendor	Price	Percent (Taken off MSRP for options)	Build File	Options File
Appalachia	Primary	Four Seasons Ford Inc.	\$29,172.55	6.00%	Build	Options
	Alternate	Performance Ford, Inc.	\$29,348.38	6.00%	Build	Options
Dogwood	Primary	Performance Ford, Inc.	\$29,242.38	6.00%	Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,254.54	6.00%	Build	Options
Cardinal	Primary	Performance Ford, Inc.	\$29,200.38	6.00%	Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,234.54	6.00%	Build	Options
Longleaf Pine	Primary	Performance Ford, Inc.	\$29,264.38	6.00%	Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,374.54	6.00%	Build	Options
No Delivery	Primary	Four Seasons Ford Inc.	\$29,172.55	6.00%	Build	Options
	Alternate	Performance Ford, Inc.	\$29,200.38	6.00%	Build	Options

Prepared for: , Brunswick County

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215



Client Proposal

Prepared by:

Jeff Williams

Office: 828-693-4281

Email: jeff.williams@fourseasonsford.com

Quote ID: 1020202102

Date: 10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd, Hendersonville, North Carolina, 287922722

Office: 828-693-4281 | Fax: 828-693-0648

Prepared for:

Brunswick County

Prepared by: Jeff Williams

10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

, Brunswick County

Re: Quote ID 1020202102 10/20/2021

To Whom It May Concern,

All pricing provided in this quote is based on, and follows the guidelines of, the North Carolina Sheriffs' Association Vehicle Procurement Program. Contract # 22-08-0913. Specification # 161

Sincerely,

Jeff Williams

Fleet Manager

828-693-4281

jeff.williams@fourseasonsford.com

Prepared for:

Brunswick County

Prepared by: Jeff Williams

10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

Table of Contents

Description	Page
Cover Page	1
Cover Letter	2
Table of Contents	3
As Configured Vehicle	4
Pricing Summary - Single Vehicle	7

Prepared for:
Brunswick County
Prepared by: Jeff Williams
10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured Vehicle

Code

Description

Base Vehicle

K8B

Base Vehicle Price (K8B)

Packages

100A

Equipment Group 100A

Includes:

- Engine: 2.3L EcoBoost I-4
- Includes auto start-stop technology.
- Transmission: 10-Speed Automatic
- 3.58 Non-Limited-Slip Rear Axle Ratio
- GVWR: 6,160 lbs

- Tires: P255/65R18 AS BSW

Includes mini spare.

- Wheels: 18" 5-Spoke Silver-Painted Aluminum

- Cloth Captain's Chairs

Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.

- Radio: AM/FM Stereo

Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.

- FordPass Connect

Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673).

- SYNC 3 Communications & Entertainment System

Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

Powertrain

99H

Engine: 2.3L EcoBoost I-4

Includes auto start-stop technology.

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .

Prepared for:

Brunswick County

Prepared by: Jeff Williams

10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured Vehicle (cont'd)

Code	Description
44T	Transmission: 10-Speed Automatic
STDAX	3.58 Non-Limited-Slip Rear Axle Ratio
STDGV	GVWR: 6,160 lbs
Wheels & Tires	
STDTR	Tires: P255/65R18 AS BSW <i>Includes mini spare.</i>
STDWL	Wheels: 18" 5-Spoke Silver-Painted Aluminum
Seats & Seat Trim	
7	Cloth Captain's Chairs <i>Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.</i>
Other Options	
PAINT	Monotone Paint Application
119WB	119.1" Wheelbase
STDRD	Radio: AM/FM Stereo

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .

Prepared for:

Brunswick County

Prepared by: Jeff Williams

10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured Vehicle (cont'd)**Code****Description**

Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.

Includes:**- FordPass Connect**

Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673).

- SYNC 3 Communications & Entertainment System

Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

16B

Front & 2nd Row Floor Liners (16B)

Includes standard front and 2nd row black carpet floor mats.

Emissions

425

50 State Emissions System

Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles with the 3.3L Ti-VCT V6 FFV engine.

Interior Color

7N_01

Sandstone

Fleet Options

YZ_02

Oxford White

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .

Prepared for:

Brunswick County

Prepared by: Jeff Williams

10/20/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

287922722



2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

Pricing Summary - Single Vehicle

			MSRP
<i>Vehicle Pricing</i>			\$36,545.00
Subtotal			\$36,545.00
<i>Pre-Tax Adjustments</i>			
Code	Description		MSRP
Discount	Dealer Discount		-\$3,322.46
Ford Gvmnt GPC	Government GPC		-\$3,800.00
Total			\$29,422.54

Customer Signature

Acceptance Date

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability of pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .



Prepared by: Jeff Williams
08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options

Selected	Code	Description	MSRP
Packages			
<input checked="" type="checkbox"/>	100A	Equipment Group 100A	N/C
		<p>Includes:</p> <ul style="list-style-type: none"> - Engine: 2.3L EcoBoost I-4 - Includes auto start-stop technology. - Transmission: 10-Speed Automatic - 3.58 Non-Limited-Slip Rear Axle Ratio - GVWR: 6,160 lbs - Tires: P255/65R18 AS BSW - Includes mini spare. - Wheels: 18" 5-Spoke Silver-Painted Aluminum - Cloth Captain's Chairs - Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints. - Radio: AM/FM Stereo - Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii. - FordPass Connect - Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673). - SYNC 3 Communications & Entertainment System - Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub. 	

Powertrain

<input checked="" type="checkbox"/>	99H	Engine: 2.3L EcoBoost I-4	STD
		Includes auto start-stop technology.	
<input checked="" type="checkbox"/>	44T	Transmission: 10-Speed Automatic	STD
<input checked="" type="checkbox"/>	STDAX	3.58 Non-Limited-Slip Rear Axle Ratio	STD
<input checked="" type="checkbox"/>	STDGV	GVWR: 6,160 lbs	STD

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .



Prepared by: Jeff Williams
08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options (cont'd)

Selected	Code	Description	MSRP
Wheels & Tires			
<input checked="" type="checkbox"/>	STDTR	Tires: P255/65R18 AS BSW <i>Includes mini spare.</i>	STD
<input checked="" type="checkbox"/>	STDWL	Wheels: 18" 5-Spoke Silver-Painted Aluminum	STD
Seats & Seat Trim			
<input checked="" type="checkbox"/>	7	Cloth Captain's Chairs <i>Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.</i>	STD
Other Options			
<input checked="" type="checkbox"/>	PAINT	Monotone Paint Application	STD
<input checked="" type="checkbox"/>	119WB	119.1" Wheelbase	STD
<input checked="" type="checkbox"/>	STDRD	Radio: AM/FM Stereo <i>Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.</i> <i>Includes:</i> - FordPass Connect Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford , remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only; FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673). - SYNC 3 Communications & Entertainment System Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.	STD
<input type="checkbox"/>	52T	Class IV Trailer Tow Package	\$545.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: ..



Prepared by: Jeff Williams
08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	21F	Cargo Area Management System <i>Includes cargo net, cargo well rubber mat and reversible load floor.</i>	\$165.00
<input type="checkbox"/>	16B	Front & Second Row Floor Liners (16B) <i>Includes standard black front & second row black carpet floor mats.</i>	\$200.00
<input type="checkbox"/>	16A	Front & Second Row Floor Liners (16A) <i>Deletes standard black carpet floor mats.</i>	\$160.00
<input type="checkbox"/>	41H	Engine Block Heater	\$90.00
<input type="checkbox"/>	153	Front License Plate Bracket <i>Standard in states requiring 2 license plates and optional to all others.</i>	N/C
<input type="checkbox"/>	C09	Priced DORA	N/C
<input type="checkbox"/>	79V	COV Required	N/A

Dealer Installed Options

<input type="checkbox"/>	A6ZAB	Cargo Mat <i>Late availability for fleet. Shipped separately from the vehicle for dealer installation. These features are ordered through WBDO only.</i>	\$150.00
<input type="checkbox"/>	CLMHR	Bumper Protector, Textured Black Film <i>Note: Not available for Military Personnel Sales (WAFAC).</i>	\$90.00
<input type="checkbox"/>	FHLAH	Cargo Organizer, Soft-Sided Cooler Bag <i>Note: Not available for Military Personnel Sales (WAFAC). Includes adjustable carrying strap and Ford logo.</i>	\$35.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .



Prepared by: Jeff Williams
08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	BECAG	Cargo Organizer, Soft-Sided Large, Folding	\$90.00
Note: Not available for Military Personnel Sales (WAFAC).			
Includes Ford log.			
<input type="checkbox"/>	BECAF	Cargo Organizer, Soft-Sided Standard, Folding	\$80.00
Note: Not available for Military Personnel Sales (WAFAC).			
Includes Ford log.			
<input type="checkbox"/>	J4JAE	Center Console In-Vehicle Safe by Console Vault	\$390.00
Includes coded lock.			
<input type="checkbox"/>	AHQAB	First Aid Kit	\$50.00
Note: Not available for Military Personnel Sales (WAFAC).			
<input type="checkbox"/>	AHMAB	Road Side Assistance Kit	\$70.00
Note: Not available for Military Personnel Sales (WAFAC).			
<input type="checkbox"/>	J3CAB	Smoker's Package	\$70.00
Late availability for fleet.			
Shipped separately from the vehicle for dealer installation. These features are ordered through WBDO only.			
<input type="checkbox"/>	A3EAB	Splash Guards	\$160.00
Late availability for fleet.			
Shipped separately from the vehicle for dealer installation. These features are ordered through WBDO only.			
Fleet Options			
<input type="checkbox"/>	942	Daytime Running Lamps (DRL) (Non-Configurable)	\$45.00
Requires valid FIN code. Replaces the standard configurable Daytime Running Lamps (DRL).			

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note:



Prepared by: Jeff Williams
08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |
287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options (cont'd)

Selected	Code	Description	MSRP
<input type="checkbox"/>	D9G	Built: Chicago Plant	N/C
<input type="checkbox"/>	D9G_	Built: Bartlett Plant	N/C
<input type="checkbox"/>	31A	Ship-Thru: Auto Truck	\$0.00
<input type="checkbox"/>	31L	Ship Thru: Crown North America	N/C
<input type="checkbox"/>	FLADCR	Fleet Advertising Credit	N/A
<input type="checkbox"/>	FINAL2	Fleet Final Order Date: TBD	N/C
<input type="checkbox"/>	99B	Engine: 3.3L Ti-VCT V6 FFV (Fleet) Requires valid FIN code. Deletes standard active grille shutters.	N/A

Emissions

<input checked="" type="checkbox"/>	425	50 State Emissions System	STD
-------------------------------------	-----	---------------------------	-----

Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles with the 3.3L Ti-VCT V6 FFV engine.

General Info

<input type="checkbox"/>	ORDER1	Initial Order Date: TBD	N/C
<input type="checkbox"/>	START1	Start-Up Date: TBD	N/C
<input type="checkbox"/>	FINAL1	Final Order Date: TBD	N/C
<input type="checkbox"/>	BUILD1	Build-Out Date: TBD	N/C

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

Note: .