

Bid Award**Contract:** 22-08-0913, Vehicle and Motorcycle Procurement**Group:** SUVs**Item:** 160, Ford, Expedition XL 4X4, U1G**Description:** Manufacturer's standard base model specifications and current model year for model/model number listed.

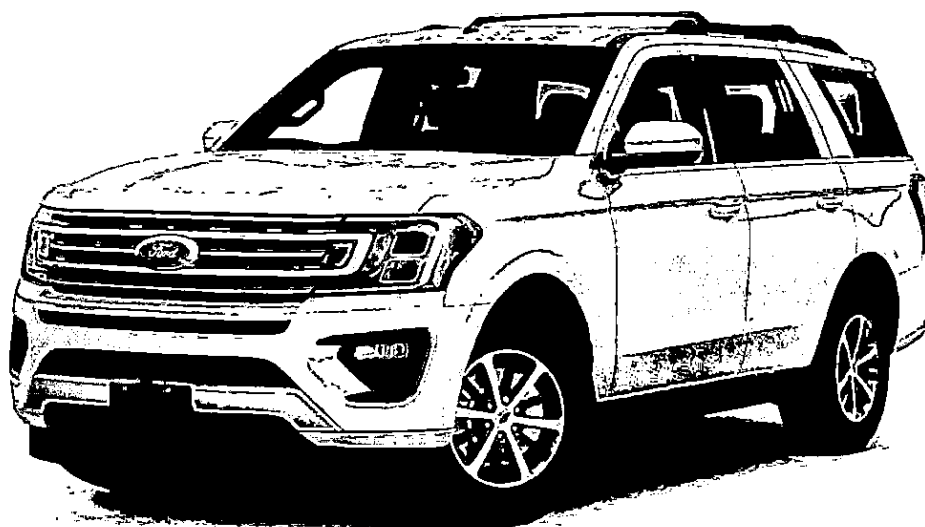
Model Upgrade/Downgrade: The mandatory minimum 6% discount only applies to factory options, not the model upgrades/downgrades. The following models are a model upgrade/downgrade to the base model for this line item. Please refer to the option sheet for pricing: Model K1J: Max XLT 4x4; Model U1J: XLT 4x4; Model K1G: Max XL 4x4

| Zone | Rank | Vendor | Price | Percent (Taken off MSRP for options) | Build File | Options File |
|---------------|-----------|------------------------|-------------|---|------------|--------------|
| Appalachia | Primary | Four Seasons Ford Inc. | \$41,323.93 | 6.00% | Build | Options |
| | Alternate | Capital Ford Inc | \$41,557.91 | 6.00% | Build | Options |
| Dogwood | Primary | Four Seasons Ford Inc. | \$41,418.98 | 6.00% | Build | Options |
| | Alternate | Capital Ford Inc | \$41,557.91 | 6.00% | Build | Options |
| Cardinal | Primary | Four Seasons Ford Inc. | \$41,393.89 | 6.00% | Build | Options |
| | Alternate | Capital Ford Inc | \$41,557.91 | 6.00% | Build | Options |
| Longleaf Pine | Primary | Four Seasons Ford Inc. | \$41,548.98 | 6.00% | Build | Options |
| | Alternate | Capital Ford Inc | \$41,557.91 | 6.00% | Build | Options |
| No Delivery | Primary | Four Seasons Ford Inc. | \$41,323.93 | 6.00% | Build | Options |

Prepared for: , Brunswick County

2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125



Client Proposal

Prepared by:

Jeff Williams

Office: 828-693-4281

Email: jeff.williams@fourseasonsford.com

Quote ID: 1020202101

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

2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125 | Quote ID: 1020202101

, Brunswick County

Re: Quote ID 1020202101 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 # 160

Sincerely,

Jeff Williams

Fleet Manager

828-693-4281

jeff.williams@fourseasonsford.com

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2021 Expedition 4dr 4x4 XL (U1G)Price Level: 125 | Quote ID: 1020202101

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

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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125 | Quote ID: 1020202101

As Configured Vehicle

| Code | Description |
|------------------------------|---|
| Base Vehicle | |
| U1G | Base Vehicle Price (U1G) |
| Powertrain | |
| 99T | Engine: 3.5L EcoBoost V6 <i>Includes auto start-stop technology.</i> |
| 44U | Transmission: 10-Speed Automatic w/SelectShift |
| X15 | 3.31 Axle Ratio |
| STDGV | GVWR: 7,450 lbs |
| Wheels & Tires | |
| STDTR | Tires: P275/65R18 AT OWL |
| STDWL | Wheels: 18" Machined-Face Aluminum <i>Includes magnetic-painted pockets.</i> |
| Seats & Seat Trim | |
| L | Cloth Front Captain's Chairs <i>5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.</i> |
| Other Options | |
| PAINT | Monotone Paint Application |
| 122WB | 122" Wheelbase |
| STDRD | Radio: AM/FM Stereo w/MP3 Capable <i>Includes speed-compensated volume and 6 speakers.</i> <i>Includes:</i> <i>- SYNC Communications & Entertainment System</i> <i>Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).</i> |
| 47B | 1st & 2nd Row Floor Liners w/Carpet Mats <i>Includes standard floor mats and color-keyed carpet - front and second rows.</i> |
| 153 | Front License Plate Bracket <i>Standard in states requiring two license plates and optional to all others.</i> |

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: .

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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125 | Quote ID: 1020202101

As Configured Vehicle (cont'd)

| Code | Description |
|-----------------------|---|
| Emissions | |
| 425 | 50 States Emissions System |
| Interior Color | |
| LH_01 | Ebony |
| Exterior Color | |
| YZ_01 | Oxford White |
| Fleet Options | |
| 100A | Equipment Group 100A Standard Package <i>Includes:</i> <ul style="list-style-type: none">- Engine: 3.5L EcoBoost V6 Includes auto start-stop technology.- Transmission: 10-Speed Automatic w/SelectShift- 3.31 Axle Ratio- GVWR: 7,450 lbs- Tires: P275/65R18 AT OWL- Wheels: 18" Machined-Face Aluminum Includes magnetic-painted pockets.- Cloth Front Captain's Chairs 5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.- Radio: AM/FM Stereo w/MP3 Capable Includes speed-compensated volume and 6 speakers.- SYNC Communications & Entertainment System Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console). |

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10/20/2021



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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125 | Quote ID: 1020202101

Pricing Summary - Single Vehicle

| | MSRP |
|------------------------|-------------|
| <i>Vehicle Pricing</i> | \$54,570.00 |
| Subtotal | \$54,570.00 |

Pre-Tax Adjustments

| Code | Description | MSRP |
|----------------|-----------------|---------------------------|
| Discount | Dealer Discount | -\$5,588.11 |
| Ford Gvmnt GPC | Government GPC | -\$7,400.00 |
| Total | | <u>\$41,581.89</u> |

Customer Signature_____
Acceptance Date

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Note: ..



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08/04/2021

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

2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125

Available Options

| Selected | Code | Description | MSRP |
|-------------------------------------|-------|--|----------|
| Packages | | | |
| <input type="checkbox"/> | 104A | Equipment Group 104A STX Package | \$970.00 |
| | | <i>Includes:</i> - Engine: 3.5L EcoBoost V6 Includes auto start-stop technology. - Transmission: 10-Speed Automatic w/SelectShift - 3.31 Axle Ratio - GVWR: 7,450 lbs - Tires: P275/65R18 AT OWL - Wheels: 18" Magnetic Metallic-Painted Cast-Alum - Cloth Front Captain's Chairs 5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints. - Radio: AM/FM Stereo w/MP3 Capable Includes speed-compensated volume and 6 speakers. - SYNC Communications & Entertainment System Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console). - STX Package Includes STX badge. - Gloss Black Five-Bar Grille - SYNC 3 Communications & Entertainment System Includes enhanced voice recognition, 8" center LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple CarPlay and Android Auto compatibility. - Tri-Zone Electronic Automatic Temperature Control | |
| Powertrain | | | |
| <input checked="" type="checkbox"/> | 99T | Engine: 3.5L EcoBoost V6 | STD |
| | | Includes auto start-stop technology. | |
| <input checked="" type="checkbox"/> | 44U | Transmission: 10-Speed Automatic w/SelectShift | STD |
| <input checked="" type="checkbox"/> | X15 | 3.31 Axle Ratio | STD |
| <input type="checkbox"/> | 62E | ControlTrac w/3.73 Axle Ratio | Variable |
| | | Includes eLSD (Electronic Limited-Slip Differential). Includes: - 2-Speed Automatic 4WD Includes neutral towing capability. | |
| <input type="checkbox"/> | 62L | 3.73 Axle Ratio | N/C |
| | | Includes non-limited-slip rear axle. | |
| <input checked="" type="checkbox"/> | STDGV | GVWR: 7,450 lbs | STD |

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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125

Available Options (cont'd)

| Selected | Code | Description | MSRP |
|-------------------------------------|--------|---|----------|
| Wheels & Tires | | | |
| <input checked="" type="checkbox"/> | STDTR | Tires: P275/65R18 AT OWL | STD |
| <input checked="" type="checkbox"/> | STDWL | Wheels: 18" Machined-Face Aluminum <i>Includes magnetic-painted pockets.</i> | STD |
| <input type="checkbox"/> | NONWL2 | Wheels: 18" Magnetic Metallic-Painted Cast-Alum | N/C |
| Seats & Seat Trim | | | |
| <input checked="" type="checkbox"/> | L | Cloth Front Captain's Chairs <i>5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.</i> | STD |
| Other Options | | | |
| <input checked="" type="checkbox"/> | PAINT | Monotone Paint Application | STD |
| <input checked="" type="checkbox"/> | 122WB | 122" Wheelbase | STD |
| <input checked="" type="checkbox"/> | STD RD | Radio: AM/FM Stereo w/MP3 Capable <i>Includes speed-compensated volume and 6 speakers.</i> <i>Includes:</i> <i>- SYNC Communications & Entertainment System</i> <i>Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).</i> | STD |
| <input type="checkbox"/> | 536 | Heavy-Duty Trailer Tow Package <i>Includes:</i> <i>- Heavy-Duty Engine Radiator</i> <i>- Integrated Trailer Brake Controller</i> | \$795.00 |
| <input type="checkbox"/> | 66R | Reverse Sensing System | \$110.00 |
| <input type="checkbox"/> | 55R | Reversible Cargo Mat | \$40.00 |

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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125

Available Options (cont'd)

| Selected | Code | Description | MSRP |
|--------------------------|------|--|----------|
| <input type="checkbox"/> | 47B | 1st & 2nd Row Floor Liners w/Carpet Mats <i>Includes standard floor mats and color-keyed carpet - front and second rows.</i> | \$200.00 |
| <input type="checkbox"/> | 47C | 1st & 2nd Row Floor Liners w/o Carpet Mats <i>Deletes standard floor mats and color-keyed carpet - front and second rows.</i> | \$160.00 |
| <input type="checkbox"/> | 153 | Front License Plate Bracket <i>Standard in states requiring two license plates and optional to all others.</i> | N/C |
| <input type="checkbox"/> | 41H | Engine Block Heater | \$100.00 |

Fleet Options

| | | | |
|-------------------------------------|--------|--|----------|
| <input type="checkbox"/> | FLADCR | Fleet Advertising Credit | \$0.00 |
| <input type="checkbox"/> | 41K | Skid Plates <i>Includes fuel tank underbody protection.</i> | \$100.00 |
| <input type="checkbox"/> | 942 | Daytime Running Lamps <i>Non-configurable.</i> | N/C |
| <input type="checkbox"/> | D9E | Built: Kentucky Truck Plant | N/C |
| <input type="checkbox"/> | 31L | Ship Thru: Auto Truck | N/C |
| <input type="checkbox"/> | 31M | Ship-Thru: Manning Truck Equipment | N/C |
| <input type="checkbox"/> | FINAL2 | Fleet Final Order Date: 09/03/2021 | N/C |
| <input checked="" type="checkbox"/> | 100A | Equipment Group 100A Standard Package | N/C |

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2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125

Available Options (cont'd)

| Selected | Code | Description | MSRP |
|----------|------|-------------|------|
|----------|------|-------------|------|

Includes:

- Engine: 3.5L EcoBoost V6
- Includes auto start-stop technology.
- Transmission: 10-Speed Automatic w/SelectShift
- 3.31 Axle Ratio
- GVWR: 7,450 lbs
- Tires: P275/65R18 AT OWL
- Wheels: 18" Machined-Face Aluminum
- Includes magnetic-painted pockets.
- Cloth Front Captain's Chairs
- 5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.
- Radio: AM/FM Stereo w/MP3 Capable
- Includes speed-compensated volume and 6 speakers.
- SYNC Communications & Entertainment System
- Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).



101A

Equipment Group 101A Mid Package

\$830.00

Includes:

- Engine: 3.5L EcoBoost V6
- Includes auto start-stop technology.
- Transmission: 10-Speed Automatic w/SelectShift
- 3.31 Axle Ratio
- GVWR: 7,450 lbs
- Tires: P275/65R18 AT OWL
- Wheels: 18" Machined-Face Aluminum
- Includes magnetic-painted pockets.
- Cloth Front Captain's Chairs
- 5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints.
- Radio: AM/FM Stereo w/MP3 Capable
- Includes speed-compensated volume and 6 speakers.
- SYNC Communications & Entertainment System
- Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console).
- 3rd Row 60/40 PowerFold Seat
- Includes 8-passenger seating and power recline. Deletes standard 3rd row storage bins.
- SiriusXM Satellite Radio
- Includes three (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. Sirius, XM and all related marks and logos are trademarks of Sirius XM Radio Inc.



102A

Equipment Group 102A SSV Package

-\$2,080.00

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08/04/2021

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287922722

2021 Expedition 4dr 4x4 XL (U1G)

Price Level: 125

Available Options (cont'd)

| Selected | Code | Description | MSRP |
|--------------------------|--------|--|----------|
| | | <p><i>Includes:</i></p> <ul style="list-style-type: none"> - Engine: 3.5L EcoBoost V6 - Includes auto start-stop technology. - Transmission: 10-Speed Automatic w/SelectShift - ControlTrac w/3.73 Axle Ratio - Includes eLSD (Electronic Limited-Slip Differential). - 2-Speed Automatic 4WD - Includes neutral towing capability. - GVWR: 7,450 lbs - Tires: P265/70R17 AT OWL - Wheels: 17" Steel - Cloth Front Captain's Chairs - 5-passenger seating. Includes 8-way power driver seat (power function for tilt and lumbar, manual recline), 4-way manual passenger seat (fore/aft, recline) and 2-way manually adjustable head restraints. - Radio: AM/FM Stereo w/MP3 Capable - Includes speed-compensated volume and 6 speakers. - SYNC Communications & Entertainment System - Includes enhanced voice recognition, 4.2" LCD screen in center stack, AppLink, 911 Assist and smart charging USB ports (first row - (1) A and (1) C, second row - (1) A and (1) C in the back side of the center floor console). - Column Shifter - Vinyl Floor Covering - Vinyl 2nd Row Seating - Skid Plates - Includes fuel tank underbody protection. - Center Console Delete - Deletes armrest and covered media bin. - Running Board Delete - USB Port Delete - Deletes second row smart charging USB port - one (1) A and one (1) C in the back side of the center floor console. - Manual Telescoping Steering Wheel Delete - Push Button Keyless Start Delete | |
| <input type="checkbox"/> | 56M | Ford US National Fleet Incentives Ford US National - 11/9/2020 | \$0.00 |
| <input type="checkbox"/> | NONTR | Tires: P265/70R17 AT OWL | N/C |
| <input type="checkbox"/> | NONTR2 | Tires: P275/65R18 AT OWL w/536 | N/C |
| <input type="checkbox"/> | NONWL | Wheels: 17" Steel | N/C |
| <input type="checkbox"/> | NONWL1 | Wheels: 18" Machined-Face Aluminum w/536 | N/C |
| | | <i>Includes magnetic painted pockets.</i> | |
| <input type="checkbox"/> | 21B | 2nd Row 40/20/40 Cloth Bench Seat 40/20/40 bench is the standard second row seat. The cloth feature is optional. | \$110.00 |

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Price Level: 125

Available Options (cont'd)

| Selected | Code | Description | MSRP |
|--------------------------|------|---|----------|
| <input type="checkbox"/> | 87P | 3rd Row 60/40 PowerFold Seat <i>Includes 8-passenger seating and power recline. Deletes standard 3rd row storage bins.</i> | \$815.00 |
| <input type="checkbox"/> | 18B | Black Platform Running Boards | \$405.00 |

Emissions

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

General Info

| | | | |
|--------------------------|--------|--------------------------------|--------------|
| <input type="checkbox"/> | ORDER1 | Initial Order Date: 09/16/2020 | N/C |
| <input type="checkbox"/> | START1 | Start-Up Date: 12/01/2020 | N/C |
| <input type="checkbox"/> | FINAL1 | Final Order Date: TBD | N/C |
| <input type="checkbox"/> | BUILD1 | Build-Out Date: 12/23/2021 | N/C |
| | U1J | Expedition XLT 4X4 | \$ 51,247.89 |
| | K1G | Expedition MAX XL 4X4 | \$ 48,287.85 |
| | K1J | Expedition MAX XLT 4X4 | \$ 54,148.79 |

Pricing is for all zones

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