

## State Term Contract 070A - Vehicles- Passenger, Truck, Van, SUV and Law Enforcement

Item #	Vehicle Type	Unit Price	Add, Deduct, or No Change	Amount for Add or Deduct	Vehicle Brand	Vehicle Model	Trim Level	Body Code	Order Code	Awarded Vendor
1	Cab and Chassis, 8,600 LB. GVWR (2022)	\$ 23,400.00			FORD	F250	XL	F2A	600A	Piedmont Truck Center
	Extended Cab		Add	\$ 3,060.00	FORD	F250	XL	X2A	600A	
	Crew Cab		Add	\$ 4,333.00	FORD	F250	XL	W2A	600A	
	4WD		Add	\$ 3,222.00	FORD	F250	XL	F2B	600A	
	Diesel Engine 51-070G		Add	\$ 9,551.00	FORD	F250	XL	F2A	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 774.00	FORD	F250	XL	F2A	XX	
	Discount on Option Spend	7%								
2	Cab and Chassis, 9,900 LB. GVWR (2022)	\$23,400.00			FORD	F250	XL	F2A	600A	Piedmont Truck Center
	Extended Cab		Add	\$ 3,065.00	FORD	F250	XL	X2A	600A	
	Crew Cab		Add	\$ 4,339.00	FORD	F250	XL	W2A	600A	
	4WD		Add	\$ 3,228.00	FORD	F250	XL	F2B	600A	
	Diesel Engine		Add	\$ 9,551.00	FORD	F250	XL	F2A	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 774.00	FORD	F250	XL	F2A	XX	
	Discount on Option Spend	7%								
3	Cab and Chassis - Extended Cab, 11,000 LB GVWR (2022)	\$29,231.00			FORD	F350	XL	X3C	620A	Piedmont Truck Center
	Standard Cab		Deduct	\$ (1,383.00)	FORD	F350	XL	F3C	620A	
	Crew Cab		Add	\$ 2,484.00	FORD	F350	XL	W3C	620A	
	4WD		Add	\$ 3,231.00	FORD	F350	XL	X3D	620A	
	Diesel Engine		Add	\$ 9,551.00	FORD	F350	XL	X3C	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 774.00	FORD	F350	XL	X3C	XX	
	Discount on Option Spend	7%								

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4	Cab and Chassis, 16,000 LB. GVWR (2022)	\$ 34,394.99			FORD	F450	XL	F4G	650A	Piedmont Truck Center
	Extended Cab		Add	\$ 3,334.00	FORD	F450	XL	X4G	650A	
	Crew Cab		Add	\$ 4,290.00	FORD	F450	XL	W4G	650A	
	4WD		Add	\$ 3,333.00	FORD	F450	XL	F4H	650A	
	Diesel Engine		Add	\$ 8,303.80	FORD	F450	XL	F4G	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 774.00	FORD	F450	XL	F4G	XX	
	PTO Provision		Add	\$ 260.00	FORD	F450	XL	F4G	62R	
	Discount on Option Spend	7%								
5	Cab and Chassis, 19,500 LB. GVWR (2022)	\$ 36,133.99			FORD	F550	XL	F5G	660A	Piedmont Truck Center
	Extended Cab		Add	\$ 3,663.00	FORD	F550	XL	X5G	660A	
	Crew Cab		Add	\$ 4,635.00	FORD	F550	XL	W5G	660A	
	4WD		Add	\$ 3,335.00	FORD	F550	XL	F5H	660A	
	Diesel Engine 57-070G		Add	\$ 8,617.80	FORD	F550	XL	F5G	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 774.00	FORD	F550	XL	F5G	XX	
	PTO Provision		Add	\$ 260.00	FORD	F550	XL	F5G	62R	
	Discount on Option Spend	7%								
6	Conventional Cab Truck, Diesel Engine, 25,500 LB. GVWR (2019)	\$ 54,206.49			FORD	F650	XL	F6D	600A	Asheville Ford
	Gasoline Engine		Deduct	\$ 8,467.43	FORD	F650	XL	F6A	600A	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 699.00	FORD	F650	XL	VARIES BY STYLE	VARIES	
	PTO Provision		Add	\$ 770.00	FORD	F650	XL	VARIES BY STYLE	41A	
	Discount on Option Spend	8%								
7	Hi-Cube Van, 9,500 LB GVWR (2021)	\$ 24,537.00			FORD	E350 XL	E3F	780A		Capital Ford of Raleigh
	Discount on Option Spend	7%								

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8	Pickup Truck, 11,000 LB. GVWR, Crew Cab (2022)	\$ 30,022.00			FORD	F350	XL	W3A	610A	Piedmont Truck Center
	Standard Cab		Deduct	\$ 2,897.00	FORD	F350	XL	F3A	610A	
	Extended Cab		Deduct	\$ 1,067.00	FORD	F350	XL	X3A	610A	
	4WD		Add	\$ 3,612.00	FORD	F350	XL	W3B	610A	
	Diesel Engine		Add	\$ 8,189.00	FORD	F350	XL	W3A	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 965.00	FORD	F350	XL	W3A	XX	
	Discount on Option Spend	7%								
9	Pickup Truck, 8,600 LB. GVWR (2022)	\$ 23,503.00			FORD	F250	XL	F2A	600A	Piedmont Truck Center
	Extended Cab 35.0-070G		Add	\$ 3,221.00	FORD	F250	XL	X2A	600A	
	Crew Cab 45.0-070G		Add	\$ 4,495.00	FORD	F250	XL	W2A	600A	
	4WD		Add	\$ 3,384.00	FORD	F250	XL	F2B	600A	
	Diesel Engine		Add	\$ 9,551.00	FORD	F250	XL	F2A	99T	
	Special Paint (Contract 070A, Section 6.17)		Add	\$ 965.00	FORD	F250	XL	F2A	XX	
	Discount on Option Spend	7%								
10	Crew Cab Pickup (LD) (2021)	\$ 26,334.00			FORD	F150	XL	W1C	100A	Capital Ford of Raleigh
	Standard Cab		Deduct	\$ 3,400.00	FORD	F150	XL	F1C	100A	
	Extended Cab		Deduct	\$ 2,110.00	FORD	F150	XL	X1C	100A	
	4WD		Add	\$ 3,334.00	FORD	F150	XL	F1E	100A	
	Special Paint (refer to IFB# 201500915, Section 6.17)		Add	\$ 570.00	FORD	F150	XL	XX	100A	
	Discount on Option Spend	7%								
11	Passenger Crossover, Front-Wheel Drive, 4-Cylinder (2018)	\$ 17,184.00			DODGE	JOURNEY	E5X9	JCDH49	22F	Ilderton Dodge
	6-Cylinder 3.0-070G		Add	\$ 4,764.00	DODGE	JOURNEY	E5X9	JCDE49	28E	
	All Wheel Drive		Add	\$ 3,733.00	DODGE	JOURNEY	E5X9	JCEH49	28F	
	Discount on Option Spend	7%								

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Item #	Vehicle Type	Unit Price	Add, Deduct, or No Change	Amount for Add or Deduct	Vehicle Brand	Vehicle Model	Trim Level	Body Code	Order Code	Awarded Vendor
12	Midsize SUV, 4-Wheel-Drive (2018)	\$ 26,119.55			NISSAN	PATHFINDER 4X4	S			Capital Nissan of Wilmington
	Discount on Option Spend	10%								
13	Four-Door Sedan, Compact, Four Passenger, 4 Cylinder Gasoline Engine (2018)	\$ 16,230.00			FORD	FOCUS	SE	P3F	200A	Capital Ford of Raleigh
	Discount on Option Spend	7%								
	<b>FINAL ORDER DATE 1/5/2018--THEN PRODUCTION UNAVAILABLE UNTIL 01/2019-- PLEASE CONTACT DEALER FOR AVAILABILITY AFTER 1/5/2018</b>									
13	Four-Door Sedan, Compact, Four Passenger, 4 Cylinder Gasoline Engine (2018)	\$ 16,726.28			FORD	FOCUS	S	P3E	100A	Asheville Ford
	Discount on Option Spend	8%								
	<b>FINAL ORDER DATE 1/5/2018--THEN PRODUCTION UNAVAILABLE UNTIL 01/2019-- PLEASE CONTACT DEALER FOR AVAILABILITY AFTER 1/5/2018</b>									
14	Four-Door Sedan, Hatchback, Five Passenger, 4-Cylinder Engine/Electric Motor Hybrid (2018)	\$ 21,669.00			FORD	CMAX HYBRID	SE	P5A	200A	Capital Ford of Raleigh
	Discount on Option Spend	7%								
15	Four Door Sedan, Five Passenger Mid-Size Vehicle, 4-Cylinder Gasoline Engine (2020)	\$18,067			FORD	FUSION	S	P0G	100A	Capital Ford of Raleigh
	Discount on Option Spend	7%								
16	Cargo Van, 4-Cylinder Engine, High Roof (2018)	\$ 19,358.48			NISSAN	NV200	SV	67216	67216	Capital Nissan of Wilmington
	Discount on Option Spend	10%								
17	Eight-Passenger Wagon (2020)	\$30,073			FORD	TRANSIT WAGON	XL	K1Y	301A	Capital Ford of Raleigh
	Ten-Passenger Wagon		Add	\$ 1,100.00	FORD	TRANSIT WAGON	XL	K1Y	301A	
	High Roof		Add	\$ 1,404.00	FORD	TRANSIT WAGON	XL	K1C	301A	
	Discount on Option Spend	7%								
18	Cargo Van, 8,600 - 9,400 LB GVWR, Extended Body (2021)	\$ 28,261.00			FORD	TRANSIT 350	XL	W2Z	101A	Piedmont Truck Center
	Low Roof		No Charge	\$ -	FORD	TRANSIT 350	XL	W2Z	101A	
	Mid Roof		Add	\$ 2,010.00	FORD	TRANSIT 350	XL	W2C	101A	
	High Roof		Add	\$ 4,160.00	FORD	TRANSIT 350	XL	W2X	101A	
	Discount on Option Spend	7%								
	Fifteen-Passenger Wagon (2021)	\$ 32,457.00			FORD	TRANSIT 350	XL	X2Z	301A	

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19	Twelve-Passenger Wagon 8.0-070G		Deduct	\$ 358.00	FORD	TRANSIT 350	XL	X2Z	301A	Piedmont Truck Center
	Discount on Option Spend	7%								

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20	Cargo Van, 6,200 - 8,600 LB GVWR (2021)	\$ 26,062.00			FORD	TRANSIT 250	XL	R1Y	101A	Capital Ford of Raleigh
	Low Roof		No Charge		FORD	TRANSIT 250	XL	R1Y	101A	
	Mid Roof		Add	\$963	FORD	TRANSIT 250	XL	R1C	101A	
	High Roof		Add	\$ 3,949.00	FORD	TRANSIT 250	XL	R1X	101A	
	Discount on Option Spend	7%								
21	Dodge Charger Police Pursuit Vehicle, V8 Hemi, All Wheel Drive (2021)	\$ 28,168.00			DODGE	CHARGER	C8X9	LDEE48	29A	Hilderton Dodge
	V8 Rear Wheel Drive		Deduct	\$ 2,046.00	DODGE	CHARGER	C8X9	LDDE48	29A	
	V6 Rear Wheel Drive		Deduct	\$ 1,644.00	DODGE	CHARGER	C8X9	LDDE48	27A	
	Special Paint (refer to IFB# 201500915, Section 6.17)									
	Discount on Option Spend	7%								
22	Ford Police Interceptor Sedan, V6, Solid Color, All-Wheel Drive (2019) Final Order Date 09/15/2018	\$ 24,856.00			FORD	AWD SEDAN	POLICE	P2M	500A	Capital Ford of Raleigh
	Turbo-Charged		Add	\$ 2,899.00	FORD	AWD SEDAN	POLICE	P2M	500A	
	Front-Wheel Drive		Deduct	\$ 930.00	FORD	FWD SEDAN	POLICE	02L	500A	
	SSV - Front Wheel Drive		Deduct	\$ 399.00	FORD	FWD SEDAN	POLICE	P2L	501A	
	Discount on Option Spend	7%								
23	Ford Police Utility (2020)	\$ 33,753.00			FORD	Police Interceptor Utility		K8A	500A	Capital Ford of Raleigh
	Turbo-Charged		Add	\$ 3,130.00	FORD	Police Interceptor Utility		K8A	500A	
	Discount on Option Spend	8%								
24	Chevrolet Tahoe PPV, 2-Wheel Drive (NEW 2021)	\$ 34,843.88			CHEVROLET	TAHOE PPV				Capital Chevrolet
	4-Wheel Drive		Add	\$ 2,867.32						
	Special Paint		Add	\$ 225.00						
	Discount on Option Spend	6%								

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Item #	Vehicle Type	Unit Price	Add, Deduct, or No Change	Amount for Add or Deduct	Vehicle Brand	Vehicle Model	Trim Level	Body Code	Order Code	Awarded Vendor
25	Full Size SUV with Increased Towing Capacity, 4-Wheel Drive (2019)	\$ 42,085.53			FORD	EXPEDITION	XL/SSV	K1G	102A/536	Asheville Ford
	Standard Towing Capacity		Deduct	\$ 468.03	FORD	EXPEDITION	XL/SSV	K1G	102A	
	"Carry-All" Style SUV, 7,200 LB. GVWR		Deduct	\$ 3,065.98	FORD	EXPEDITION	XL/SSV	U1G	102A	
	"Carry-All" Style SUV, 6,500 LB. GVWR, 2-Wheel Drive		Deduct	\$ 5,202.25	FORD	EXPEDITION	XL/SSV	U1F	102A	
	Special Paint (refer to IFB# 201500915, Section 6.17)		Add	\$ 799.00	FORD	EXPEDITION	XL/SSV	Varies by style	Min order 25 units	
	Discount on Option Spend	8%								
27	Mobility Van, Wheelchair Transport, Raised Roof (2017)	\$50,385.00 (12 Passenger) \$51,963.00 (13 Passenger)			FORD	TRANSIT	XL	K1CF	301A	Ilderton Dodge
	Discount on Option Spend	7%								
28	Compact Sedan, All Electric <b>NO LONGER AVAILABLE IN NORTH CAROLINA</b>				FORD	FOCUS 5 DR	ELECTRIC	P3R	500A	
	Discount on Option Spend									
29	Chevrolet Volt LT, Hybrid Electric Vehicle (2021)	\$ 29,842.00			CHEVROLET	VOLT	ELECTRIC	2LT	1RF68	Capital Chevrolet
	Discount on Option Spend	6%								
30	Sedan, Administrator's (2019) <b>Final Order Date 03/08/2019</b>	\$ 28,944.00			CHEVROLET	IMPALA	PREMIER	1GZ69	1GZ69	Capital Chevrolet
	Discount on Option Spend	6%								
31	Truck, Compact (2019) <b>Final Order Date 04/25/2019</b>	\$ 23,412.00			CHEVROLET	COLORADO	WT	12M53	12M53	Capital Chevrolet of Raleigh
	4-Wheel Drive		Add	\$ 3,932.00	CHEVROLET	COLORADO	WT			
	Discount on Option Spend	6%								

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32	SUV, Heavy Duty (2018) - <b>NO LONGER AVAILABLE ON CONTRACT</b>	\$ 75,648.00			CHEVROLET	SUBURBAN	LS	CK35906	CK35906	
	4-Wheel Drive		No Charge	\$ -	CHEVROLET	SUBURBAN	LS			
	Discount on Option Spend	7%								
33	Plug-In Electric (2019) <b>Final Order Date 04/25/2019</b>	\$ 32,260.45			CHEVROLET	BOLT	LT	1FB48	1FB48	Capital Chevrolet of Raleigh
	Discount on Option Spend	6%								
34	Plug-In Electric (2018)	\$ 26,144.00			NISSAN	LEAF	S			Capital Nissan of Wilmington
	Discount on Option Spend	10%								
35	Truck, SSV Police (2018)	\$ 24,541.00			DODGE	RAM 1500SSV	25D	DS6T98	DS6T98	
	4-Wheel Drive		No Charge	\$ -	DODGE	RAM 1500SSV				Performance CDJR
	Discount on Option Spend	7%								
36	Truck, SSV Police (2019) <b>Final Order Date 04/04/2019</b>	\$ 25,765.54			CHEVROLET	SILVERADO	1WT	CC15543	CC15543	
	4-Wheel Drive		Add	\$ 2,867.00	CHEVROLET	SILVERADO				Capital Chevrolet of Raleigh
	Discount on Option Spend	6%								
37	Sedan, Full Size (2021)	\$ 20,552.00			DODGE	CHARGER	SXT	LDDM48	29G	
	8-Cylinder Engine		Add	\$ 5,715.00	DODGE	CHARGER				Ilderton Dodge
	Discount on Option Spend	5%								
38	Sedan, Chevrolet Traverse AWD 4dr LS w/1LS (2020)	\$27,117.19			CHEVROLET	TRAVERSE	LS, H1T	1NV56	1NV56	
										Capital Chevrolet of Raleigh

### ELECTIRC PLUG-IN LEASE

	Vehicle Model	Monthly Lease Payment Open-Ended Lease		
		24 Months	36 Months	48 Months
	Chevrolet Bolt LT (1FB48)	\$ 1,470.00	\$ 1,020.00	\$ 795.00

pricing with no incentives



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	Chevrolet Bolt LT (1FB48) (if Delivered in 2017)	\$ 1,275.00	\$ 885.00	\$ 695.00						
	Chevrolet Bolt LT (1FB48) (if Delivered in 2018 and \$7500 Federal Tax Credit still available)	\$ 1,295.00	\$ 899.00	\$ 705.00						

pricing with additional incentives and based on availability

pricing with additional incentives