

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

January 5, 2009

CHANGE NOTICE NO. 2
TO
CONTRACT NO. 071B8200138
between
THE STATE OF MICHIGAN
And

Cell: 248-227-7445
Fax: 734-676-7647

NAME & ADDRESS OF CONTRACTOR Gorno Ford 22025 Allen Rd. Woodhaven, MI 48183 Email: jagney@gornoford.com	TELEPHONE : Jim Agney (734) 671-4033
	CONTRACTOR NUMBER/MAIL ODE
	BUYER/CA (517) 373-1455 Laura Gyorkos
Contract Compliance Inspector: Laura Gyorkos (517) 373-1455 Vehicles, Passenger Cars, Pick-Up Trucks, Vans, for MiDeal Members ONLY	
CONTRACT PERIOD: From: March 1, 2008 To: September 30, 2010	
TERMS Net 30 Days	SHIPMENT 90-120 Days A.R.O.
F.O.B. Dealership	SHIPPED FROM Woodhaven, MI
MINIMUM DELIVERY REQUIREMENTS N/A	
MISCELLANEOUS INFORMATION:	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT ONLY.

NATURE OF CHANGE(S):

Effective January 1, 2010, this Contract is hereby **EXTENDED** through September 30, 2010 or the end of 2010 Model year for ordering whichever comes first. However, pricing for 2011 Model Year SuperDuty Models F250, F350, F450 and F550 (if applicable) are included in this contract through the contract expiration date (9/30/10).

Due to design changes in safety features, fuel efficiency, and in order to meet emission requirements, the following models have increased in price as follows: (Additional manufacturing changes are noted on the attached supporting documentation)

<u>Mi Spec #</u>	<u>Ford Model</u>	<u>Old Price</u>	<u>New Price</u>	<u>Justification</u>
3905-0003	Fusion SE V-6	\$15,489.00	\$15,680.00	
3905-0003	Taurus	\$18,129.00	\$18,732.00	Newly designed vehicle
3905-0004	Fusion S 4 Cylinder 2.4 L	\$13,179.00	\$13,348.00	
3905-0017	Edge	\$22,396.00	\$21,999.00	
3905-0018A	Escape Hybrid	\$25,099.00	\$26,615.00	
3905-0019	Taurus X	Discontinued	Discontinued	
3958-0020	Ranger	\$12,391.00	\$13,607.00	
3958-0023	Ranger	\$12,739.00	\$14,197.00	
3958-0025	F150	\$12,465.00	\$14,168.00	
3958-0026	F150	\$13,398.00	\$14,428.00	
3958-0026A	F150	\$14,119.00	\$15,730.00	
3958-0027	F150	\$17,858.00	\$19,399.00	
3958-0028	F150	\$15,939.00	\$17,049.00	
3968-0028A	F150	\$16,659.00	\$17,559.00	
3958-0029	F250	\$16,739.00	\$17,538.00	
3958-0029D	F250 Diesel	\$22,277.00	\$23,854.00	
3958-0030	F250 XL	\$18,764.00	\$19,692.00	
3958-0030D	F250 XL Diesel	\$24,305.00	\$26,009.00	
3958-0031	F250	\$18,598.00	\$19,481.00	
3958-0031D	F250 Diesel	\$24,135.00	\$25,557.00	
3958-0032	Econoline E150	\$14,697.00	\$15,973.00	
3905-0034	Expedition	\$21,229.00	\$22,045.00	
3905-0035	Econoline E150 Wagon	\$16,397.00	\$17,525.00	
3905-0037	Econoline E350 Wagon	\$18,996.00	\$20,083.00	
3958-0039	Econoline E250	\$16,627.00	\$17,655.00	
3905-0040	Super Duty Ext Wagon E350	\$20,199.00	\$21,386.00	
3905-0042	Taurus X	N/A	N/A	
3958-0047	F-350	\$17,699.00	\$18,785.00	
3958-0047D	F-350 Diesel	\$23,645.00	\$25,495.00	
3958-0048	F-350	\$17,385.00	\$18,165.00	
3958-0048D	F-350 Diesel	\$22,965.00	\$24,640.00	
3958-0049	F-350	\$20,749.00	\$21,849.00	
3958-0049D	F-350 Diesel	\$26,283.00	\$27,949.00	
3958-0050	F-350	\$19,865.00	\$21,122.00	
3958-0050D	F-350 Diesel	\$25,795.00	\$27,899.00	
3958-0051	F-350	\$19,586.00	\$20,531.00	
3958-0051D	F-350 Diesel	\$25,189.00	\$26,938.00	
<u>Mi Spec #</u>	<u>Ford Model</u>	<u>Old Price</u>	<u>New Price</u>	<u>Justification</u>
3958-0072	F-350	\$18,198.00	\$19,765.00	
3958-0073	F-350	\$23,834.00	\$26,198.00	
3958-0077	F-350	\$18,386.00	\$19,968.00	
3958-0083	Explorer	\$20,289.00	\$20,839.00	
3958-0085	Expedition	\$23,765.00	\$24,600.00	
3958-0086	F-150	\$20,386.00	\$22,025.00	

3958-0086A	F-150 E-85	\$20,299.00	\$22,010.00	
3958-0087	F-150	\$18,498.00	\$19,498.00	
3958-0087A	F-150 E-85	\$19,096.00	\$19,835.00	
3958-0088	F-250	\$21,060.00	\$22,087.00	
3958-0088D	F-250 Diesel	\$26,649.00	\$28,437.00	
3958-0089	F-250	\$20,899.00	\$21,935.00	
3958-0089D	F-250 Diesel	\$26,469.00	\$28,254.00	
3958-0091A	F-150 E-85	\$17,231.00	\$17,946.00	
3958-0092	F-250SD	\$19,097.00	\$19,941.00	
3958-0092D	F-250SD Diesel	\$24,673.00	\$26,294.00	
3958-0093	F-350SD DRW	\$19,998.00	\$21,879.00	
3958-0093D	F-350SD DRW Diesel	\$25,631.00	\$28,271.00	
3905-0094	Expedition EL	\$27,089.00	\$27,845.00	
3905-0094A	Expedition EL E-85	\$27,039.00	\$27,795.00	
3958-0098	F-350 Diesel	\$26,456.00	\$28,878.00	
3958-0099	F-350 Diesel	\$26,634.00	\$29,049.00	
3958-0100	E-350	\$17,199.00	\$17,759.00	
3958-0101	E-350	\$17,989.00	\$18,539.00	
3958-0108	E-350 Cutaway	\$18,639.00	\$19,191.00	
3958-0109	E-450 Cutaway	\$20,637.00	\$20,887.00	
3958-0110	F-450SD	\$23,160.00	\$24,789.00	
3958-0111	F-450SD Diesel	\$28,499.00	\$30,729.00	
3958-0112	F-450	\$26,399.00	\$28,050.00	
3958-0113	F-450 Diesel	\$31,797.00	\$34,379.00	
3958-0114	F-450	\$23,297.00	\$24,956.00	
3958-0115	F-450SD	\$28,689.00	\$31,247.00	

AUTHORITY/REASON:

Per Vendor agreement (Jim Agney) dated December 30, 2009 and DMB Purchasing Operations agreement.

Estimated Contract Value: \$8,584,476.00

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
PRICING SHEET

<u>PASSENGER VEHICLES: LARGE-SIZE (Front Wheel Drive)</u>		
4-Door Sedan -(Automatic Transmission)		
Mich. Spec. #3905-0003		
Standard Equipped Per above Specification	Standard Equipped Cost	
Make: Ford Model: Fusion <i>F.O.B. - Dealership</i> Delivery Cost Per Mile: \$3.00	\$15,680.00*	
Final Point of Assembly: Hermosillo, Mexico		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip:
48183		
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

***Please Note: A vehicle order confirmation sheet is included for each vehicle. These documents shall include all the “standard options” as listed for the State of Michigan standard specification.**

STATE OF MICHIGAN
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PURCHASING OPERATIONS

<u>PASSENGER VEHICLES: LARGE-SIZE (Front Wheel Drive)</u> 4-Door Sedan -(Automatic Transmission) Mich. Spec. #3905-0003	
Standard Equipped Per above Specification	Standard Equipped Cost
Make: Ford Model: Taurus <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$18,732.00*
Final Point of Assembly: Chicago, IL	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

STATE OF MICHIGAN
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PRICING SHEET

<u>PASSENGER VEHICLES: MID-SIZE (Front Wheel Drive)</u>		
4-Door Sedan -(Automatic Transmission)		
Mich. Spec. #3905-0004		
Standard Equipped Per above Specification	Standard Equipped Cost	
Make: Ford Model: Fusion <i>F.O.B. - Dealership</i> Delivery Cost Per Mile: \$3.00	\$13,348.00*	
Final Point of Assembly: Hermosillo, Mexico		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip:
48183		
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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STATE OF MICHIGAN
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PRICING SHEET

STATION WAGON, 5 Passenger, 4 Door, Automatic Transmission Mich. Spec. #3905-0017	
Standard Equipped Per above Specification	Standard Equipped Cost
Make: Ford Model: Edge <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$21,999.00*
Final Point of Assembly: Oakville, Ontario, CAN	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STANDARD FACTORY EQUIPMENT CONTINUED

- Speed Control, factory installed
- Steering-Power, Tilt Wheel.
- Tires, Radial, Manufacturers Standard
- Upholstery, Seats - Cloth or Cloth and Vinyl.
- Wipers, Windshield - dual, intermittent, electric with automatic type washers.

Delete: On GM vehicles, OnStar and XM radio are deleted.

ALL VEHICLES MUST BE EQUIPPED IN COMPLIANCE WITH ALL APPLICABLE FEDERAL MOTOR VEHICLE SAFETY STANDARDS AND REGULATIONS.

Note: No dealer advertising decals are to be on vehicle.

PRICING SHEET

<u>ALTERNATIVE FUEL - Multi-Functional Utility Vehicle, Front Wheel Drive</u> 5 Passenger, 4 Door, Automatic Transmission Mich. Spec. #3905-0018A	
Standard Equipped Per above Specification	Standard Equipped Cost
Make: Ford Model: Escape <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$26,615.00*
Final Point of Assembly: Kansas City, MO	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI
Zip:	
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

Multi-Functional Utility Vehicle 6 – 7 Passenger, 4 Door, Automatic Transmission Mich. Spec. #3905-0019	
Standard Equipped Per above Specification	Standard Equipped Cost
Make: Ford Model: Taurus X <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	Discontinued
Final Point of Assembly: Chicago, IL	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

TO BE EQUIPPED IN COMPLIANCE WITH ALL APPLICABLE FEDERAL MOTOR VEHICLE SAFETY STANDARDS AND REGULATIONS. ALL VEHICLES MUST BE EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-60 amp. min.
- Axle, rear-limited slip
- Battery-12, Volt, 475 CCA, minimum.
- Brakes-Power.
- Bumper- Mfg. Std.
- Fuel capacity-largest available from mfg.
- Spare tire and wheel. Full size. Mfg. Std. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

TRUCK: PICK-UP BODY MIDSIZE (Approx. 7' Box) (Payload-1,000 lbs., min.) Mich. Spec. #3958-0020	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Ranger <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$13,607.00*
Final Point of Assembly: Twin Cities, MN	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PRICING SHEET

TRUCK: PICK-UP BODY MIDSIZE, EXTENDED CAB (Approx. 6' Box) (Payload-1,260 lbs., min.) Mich. Spec. #3958-0023	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Ranger <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$14,197.00*
Final Point of Assembly: Twin Cities, MN	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp. min.
- Axle, rear-limited slip.
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power.
- Bumper- Mfg. std.
- Fuel capacity-largest available from mfg.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level,
- 40 sq. in. minimum, swing away type. Installed.
- Seats, cloth
- Spare tire and wheel. Full size. Mfg. Stnd. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

TRUCK: PICK-UP BODY (6' Box) (Payload-1,600 lbs., min.) Mich. Spec. #3958-0025	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$14,168.00*
Final Point of Assembly: Dearborn, MI or Kansas City, MO	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
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ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-75 amp. min.
- Axle, rear-limited slip
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power
- Bumper- Mfg. Std.
- Fuel capacity-largest available from mfg.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level,
- 40 sq. in. minimum, swing away type. Installed.
- Spare tire and wheel. Full size. Mfg. Std. mounting.
- Steering-Power
- Wrench-wheel.

PRICING SHEET

TRUCK: PICK-UP BODY (8 Foot Box) (Payload-1,600 lbs., min.) Mich. Spec. #3958-0026	
Standard Equipped Per above Specification (including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$14,428.00*
Final Point of Assembly: St. Louis, MO	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

<u>ALTERNATIVE FUEL - TRUCK: PICK-UP BODY</u> (8 Foot Box) (Payload-1,600 lbs., min.) Mich. Spec. #3958-0026A	
Standard Equipped Per above Specification (including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$15,730.00*
Final Point of Assembly: St. Louis, MO	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

(Note: These options are not included in the MiDEAL price)

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Axle, rear-limited slip.
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power
- Bumper- Mfg. Std.
- Doors-Rear
- Fuel capacity - largest available from mfg.
- Mirrors, Rear View, Inside. Outside, R.H. and L.H. below eye level,
- 40 sq. in. minimum, swing away type. Installed.
- Rear Seat-front facing bench.
- Spare tire and wheel. Full size. Mfg. Stnd. mounting.
- Steering-Power
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (8 Foot Box, Payload-1,400 lbs., min.) Mich. Spec. #3958-0027	
Standard Equipped Per above Specification (Including options specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,399.00*
Final Point of Assembly: Dearborn, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Axle, rear-limited slip.
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power
- Bumper-Mfg. Std.
- Doors-Rear
- Fuel capacity - largest available from mfg.
- Mirrors, Rear View, Inside. Outside, R.H. and L.H. below eye level,
- 40 sq. in. minimum, swing away type. Installed.
- Rear Seat-front facing bench.
- Spare tire and wheel. Full size. Mfg. Stnd. mounting.
- Steering-Power
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (6 Foot Box, Payload-1,400 lbs., min.) Mich. Spec. #3958-0028	
Standard Equipped Per above Specification (Including options specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,049.00*
Final Point of Assembly: Dearborn, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> ALTERNATE FUEL VEHICLES (6 Foot Box) (Payload-1,500 lbs., min.) Mich. Spec. #3958-0028A	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,559.00*
Final Point of Assembly: Dearborn, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
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TRUCK: PICK-UP BODY (8' Box) (Payload-3,240 lbs., min.) Mich. Spec. #3958-0029	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,538.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY</u> (8' Box) (Payload-3,240 lbs., min.) Mich. Spec. #3958-0029D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$23,854.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (8 Foot Box) (Payload-3,000 lbs., min.) Mich. Spec. #3958-0030	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,692.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (8 Foot Box) (Payload-3,000 lbs., min.) Mich. Spec. #3958-0030D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$26,009.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (6 Foot Box) (Payload-3,000 lbs., min.) Mich. Spec. #3958-0031	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,481.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> (6 Foot Box) (Payload-3,000 lbs., min.) Mich. Spec. #3958-0031D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$25,557.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp. min.
- Axle, rear-limited slip
- Battery-12 Volt, 600 CCA minimum.
- Brakes-Power.
- Bumper-Rear, Mfg. Std.
- Fuel capacity-largest available from mfg.
- Glass-movable side door window(s), fixed or movable rear door windows.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level,
- 40 sq. in. minimum, swing away type. Installed.
- Panel doors, rear-Window in top of each door. Locks on all doors. Door right side, hinged.
- Seats-high back, driver and passenger.
- Spare tire and wheel. Full size. Mfg. Stnd. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: PANEL-VAN BODY</u> (Payload-1,700 lbs., min.) Mich. Spec. #3958-0032	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: E150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$15,973.00*
Final Point of Assembly: Avon Lake, OH	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Axle, rear-limited slip. Ford: Not Available
- Battery-12 Volt, 600 CCA min.
- Body-Finished interior (no exposed outside body sheet metal), full length headliner.
- Brakes-Power.
- Bumper-Rear, Mfg. Std.
- Fuel capacity-largest available from mfg.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level, 54 sq. in. minimum, swing away type. Installed.
- Seats-Full bench front, & full width seat facing forward back of the front seat.
- Spare tire and wheel. Full size. Mfg. Std. mounting.
- Stabilizer bar-front.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

TRUCK: UTILITY, 4-DOOR, 5-6 PASSENGER, FULL SIZE (Payload-1,500 lbs., min.) Mich. Spec. #3905-0034	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Expedition <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$22,045.00*
Final Point of Assembly: Wayne, MI	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp. min.
- Axle, rear-limited slip.
- Battery-12 Volts; 600 CCA minimum.
- Body-Finished interior, (no exposed outside body sheet metal), full length Headliner.
- Brakes-Power.
- Bumper-Rear, Mfg. Std.
- Door-Right Side, hinged.
- Fuel capacity-largest available from mfg.
- Glass-movable side door window(s), fixed or movable rear door windows.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level, 40 sq. in. minimum, swing away type. Installed.
- Spare tire and wheel. Full size. Mfg. Stnd. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: SPORT-VAN, 8 PASSENGER</u> (Payload-1,600 lbs., min.) Mich. Spec. #3905-0035	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Club Wagon E150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,525.00*
Final Point of Assembly: Avon Lake, OH	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: SPORT-VAN-12-PASSENGER</u> (Payload-2,649 lbs., min.) Mich. Spec. #3905-0037	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Club Wagon E150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$20,083.00*
Final Point of Assembly: Avon Lake, OH	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

TRUCK: PANEL-VAN BODY (Payload-3,100 lbs., min.) Mich. Spec. #3958-0039	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: E250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,655.00*
Final Point of Assembly: Avon Lake, OH	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

TRUCK: VAN-15 PASSENGER		
Mich. Spec. #3905-0040		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: Club Wagon <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$21,386.00*	
Final Point of Assembly: Avon Lake, OH		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven 48183	State: MI	Zip:
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: COMPACT VAN PASSENGER, FRONT WHEEL DRIVE</u> 7 Passenger, Minimum (Payload-1,100 lbs., min.) Mich. Spec. #3905-0042	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Taurus X <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	Discontinued
Final Point of Assembly: Chicago, IL	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY—STANDARD CAB, DUAL REAR WHEELS</u> (8 Foot Box) (Payload-5,000 lbs., min.) Mich. Spec. #3958-0047	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$18,785.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY—STANDARD CAB, DUAL REAR WHEELS</u> (8 Foot Box) (Payload-5,000 lbs., min.) Mich. Spec. #3958-0047D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$25,495.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY—STANDARD CAB, SINGLE REAR WHEEL</u> (8 Foot Box) (Payload-4,200 lbs., min.) Mich. Spec. #3958-0048	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$18,165.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY—STANDARD CAB, SINGLE REAR WHEEL</u> (8 Foot Box) (Payload-4,200 lbs., min.) Mich. Spec. #3958-0048D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$24,640.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, CREW CAB, FOUR DOOR</u> (8 Foot Box) (Payload-3,800 lbs., min.) Mich. Spec. #3958-0049	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$ 21,849.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, CREW CAB, FOUR DOOR</u> (8 Foot Box) (Payload-3,800 lbs., min.) Mich. Spec. #3958-0049D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$27,949.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB, FOUR DOOR</u> <u>DUAL REAR WHEEL</u> 4 X 2, (8 Foot Box), (Payload-3,970 lbs., min.) Mich. Spec. #3958-0050	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$21,122.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB, FOUR DOOR DUAL REAR WHEEL</u> 4 X 2, (8 Foot Box), (Payload-3,970 lbs., min.) Mich. Spec. #3958-0050D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$27,899.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB, FOUR DOOR</u> <u>SINGLE REAR WHEEL</u> 4 X 2, (8 Foot Box), (Payload-3,800 lbs., min.) Mich. Spec. #3958-0051	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$20,531.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB, FOUR DOOR</u> <u>SINGLE REAR WHEEL</u> 4 X 2, (8 Foot Box), (Payload-3,800 lbs., min.) Mich. Spec. #3958-0051D	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$26,938.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: CAB AND CHASSIS	
G.V.W.R. 10,000 lbs. min., (Payload 4,900 lb. min.) Mich. Spec. #3958-0072	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$ 19,765.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS	
G.V.W.R. 12,500 lbs. min., (Payload 6,700 lb. min.) Mich. Spec. #3958-0073	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$26,198.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

*Please Note: A vehicle order confirmation sheet is included for each vehicle. These documents shall include all the "standard options" as listed for the State of Michigan standard specification.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

TO BE EQUIPPED IN COMPLIANCE WITH ALL APPLICABLE FEDERAL MOTOR VEHICLE SAFETY STANDARDS AND REGULATIONS. ALL VEHICLES MUST BE EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as "STANDARD FACTORY EQUIPPED" and are to be included on this vehicle.

- Alternator-80 amp., min.
- Axle, rear-limited slip.
- Battery-12 Volt, 600 CCA, minimum.
- Brakes-Power.
- Fuel capacity-largest available from mfg.
- Mirrors-Rear View, Inside. Outside R.H. and L.H., extended reach, swing away type, 51 sq. in. minimum. Installed.
- Spare tire and wheel. Mfg. Std. mounting.
- Steering-Power
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: CAB AND CHASSIS</u> (Payload-5,500 lbs., min.)* Mich. Spec. #3958-0077	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,968.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery-12 Volt, 500 CCA, minimum.
- Brakes-Power.
- Bumper-Rear, Mfg. Stnd.
- Defogger-rear window.
- Hubs-automatic locking type
- Mirrors-Rear View, Inside. Outside R.H. and L.H., below eye level,
- swing away type, 24 square inch minimum, Installed.
- Spare tire and wheel. Full Size. Mfg. Stnd. mounting.
- Steering-Power
- Top-Full, hard top.
- Wiper, Rear, w/Washer
- Wrench-wheel.

PRICING SHEET

TRUCK: UTILITY 4-WHEEL DRIVE, 4-DOOR (Payload-900 lbs., min.) Mich. Spec. #3958-0083	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Explorer <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$ 20,839.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven 48183	State: MI Zip:
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Axle, rear-limited slip. Ford: Not available
- Battery-12 Volt, 600 CCA min.
- Body-Finished interior (no exposed outside body sheet metal), full length headliner.
- Brakes-Power.
- Bumper-Rear, Mfg. Std.
- Fuel capacity-largest available from mfg.
- Hubs-automatic locking type
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level, 54 sq. in. minimum, swing away type. Installed.
- Spare tire and wheel. Full size. Mfg. Std. mounting.
- Stabilizer bar-front.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: UTILITY, 4-DOOR, 6-PASSENGER, FULL SIZE, 4 x 4</u> (Payload-1,480 lbs., min.) Mich. Spec. #3958-0085	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Expedition <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$24,600.00*
Final Point of Assembly: Wayne, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagne@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as "STANDARD FACTORY EQUIPPED" and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power.
- Bumper-Rear, step down type, Heaviest Avail. Towing Capacity, Mfg. Std.
- Doors-Rear, Dual
- Fuel capacity-largest available from mfg.
- Hubs-automatic locking type or axle shaft disconnect system.
- Mirrors, Rear View, Inside. Outside, R.H. and L.H. below eye level,
- 40 square inch minimum, Installed.
- Spare tire and wheel. Full Size. Mfg. Std. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: PICK-UP BODY, EXTENDED CAB</u> 4 x 4 (8 Foot Box) (Payload-1,300 lbs., min.) Mich. Spec. #3958-0086	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$22,025.00*
Final Point of Assembly: Dearborn, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagnev@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (8 Foot Box) (Payload-1,300 lbs., min.) Mich. Spec. #3958-0086A		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$22,010.00*	
Final Point of Assembly: Dearborn, MI or Kansas City, MO		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS

TO BE EQUIPPED IN COMPLIANCE WITH ALL APPLICABLE FEDERAL MOTOR VEHICLE SAFETY STANDARDS AND REGULATIONS. ALL VEHICLES MUST BE EQUIPPED TO COMPLY WITH ALL REQUIREMENTS OF THE MICHIGAN MOTOR VEHICLE CODE.

- Delete: On GM vehicles, OnStar and XM radio are deleted.

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery-12 Volt, 540 CCA, minimum.
- Brakes-Power.
- Bumper-Rear, step down type, Heaviest Avail. Towing Capacity, Mfg. Std.
- Doors-Rear, Dual
- Fuel capacity-largest available from mfg.
- Hubs-automatic locking type or axle shaft disconnect system.
- Mirrors, Rear View, Inside. Outside, R.H. and L.H. below eye level,
- 40 square inch minimum, Installed.
- Spare tire and wheel. Full Size. Mfg. Std. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (6 Foot Box) (Payload-1,300 lbs., min.) Mich. Spec. #3958-0087	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,498.00*
Final Point of Assembly: Dearborn, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (6 Foot Box) (Payload-1,300 lbs., min.) Mich. Spec. #3958-0087A		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,835.00*	
Final Point of Assembly: Dearborn, MI		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (8 Foot Box) (Payload-2,500 lbs., min.) Mich. Spec. #3958-0088		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$22,087.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB		
4 x 4 (8 Foot Box) (Payload-2,500 lbs., min.) Mich. Spec. #3958-0088D		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$ 28,437.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (6 Foot Box) (Payload-2,500 lbs., min.) Mich. Spec. #3958-0089		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$21,935.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY, EXTENDED CAB 4 x 4 (6 Foot Box) (Payload-2,500 lbs., min.) Mich. Spec. #3958-0089D		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$28,254.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

<u>TRUCK: PICK-UP BODY</u> (8 Ft. Box) (4 x 4) (Payload-1,300 lbs., min.) Mich. Spec. #3958-0091A		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F150 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$17,946.00*	
Final Point of Assembly: St. Louis, MO		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: PICK-UP BODY		
WITH 8 FT. Box (4 x 4) (Payload 2,800 lbs., min.)		
Mich. Spec. #3958-0092		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$19,941.00*	
Final Point of Assembly: Louisville, KY		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

<u>TRUCK: PICK-UP BODY</u>		
8 FT. Box (4 x 4) (Payload 2,800 lbs., min.) Mich. Spec. #3958-0092D		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F250 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$26,294.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

<u>TRUCK: CAB AND CHASSIS DUAL REAR WHEELS (G.V.W.R. 10,000 lbs., min.)</u> (4 x 4) Mich. Spec. #3958-0093		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$21,879.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: CAB AND CHASSIS DUAL REAR WHEELS (G.V.W.R. 10,000 lbs., min.) (4 x 4) Mich. Spec. #3958-0093D		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$28,271.00*	
Final Point of Assembly: Louisville, KY		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery-12 Volt; 600 CCA, min.
- Body-Finished interior (no exposed outside body sheet metal), full length headliner.
- Brakes-Power.
- Bumper-Rear, Mfg. Std.
- Fuel tank-largest single tank available from mfg.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. below eye level, swing away
- type, 54 square in minimum, Installed.
- Spare tire and wheel. Full size. Mfg. Std. mounting.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: UTILITY VEHICLE, LARGE, 6-PASSENGER-4 x 4</u> (Payload-1,500 lbs., min.) Mich. Spec. #3905-0094	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: Expedition <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$27,845.00*
Final Point of Assembly: Wayne, MI	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI
Zip: 48183	
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagne@gornoford.com	

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: UTILITY VEHICLE, LARGE, 6-PASSENGER-4 x 4 (Payload-1,500 lbs., min.) Mich. Spec. #3905-0094A		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: Expedition <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$27,795.00*	
Final Point of Assembly: Wayne, MI		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: CAB AND CHASSIS		
G.V.W.R. 12,500 lbs. min., (Payload 5,800 lb. min.), (4 x 4) Mich. Spec. #3958-0098		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$28,878.00*	
Final Point of Assembly: Louisville, KY		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

PRICING SHEET

TRUCK: CAB AND CHASSIS (Payload-5,930 lbs., min.)* (4 x 4) Mich. Spec. #3958-0099		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$29,049.00*	
Final Point of Assembly: Louisville, KY		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery 12 Volt; 600 CCA, minimum.
- Brakes-Power.
- Front fender splash guards.
- Fuel capacity-largest available from mfg.
- Gauges-temperature, oil pressure, and amp meter or volt meter.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. shall provide full Vision past body installation. Mirrors shall be duplex head; 1 convex, 1 standard glass, with stainless steel or powder coated steel heads, brackets, and hardware.
- Spare wheel and tire.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: CUT-AWAY VAN AND BODY SINGLE REAR WHEEL</u> (G.V.W.R. 8,900 lbs., min.)* Mich. Spec. #3958-0100	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: E350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$4.00	\$17,759.00*
Final Point of Assembly: Avon Lake, OH	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI
Contact Name: Jim Agney	Zip: 48183
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

*Please Note: A vehicle order confirmation sheet is included for each vehicle. These documents shall include all the “standard options” as listed for the State of Michigan standard specification.

**STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS**

ADDITIONAL OPTIONS:

These options are in addition to the options listed above as “STANDARD FACTORY EQUIPPED” and are to be included on this vehicle.

- Alternator-80 amp., min.
- Battery 12 Volt; 600 CCA, minimum.
- Brakes-Power.
- Front fender splash guards.
- Fuel capacity-largest available from mfg.
- Gauges-temperature, oil pressure, and amp meter or volt meter.
- Mirrors-Rear View, Inside. Outside R.H. and L.H. shall provide full Vision past body installation. Mirrors shall be duplex head; 1 convex, 1 standard glass, with stainless steel or powder coated steel heads, brackets, and hardware.
- Seat-Passenger.
- Spare wheel and tire.
- Steering-Power.
- Wrench-wheel.

PRICING SHEET

<u>TRUCK: CUT-AWAY VAN AND BODY DUAL REAR WHEEL</u> (G.V.W.R. 10,000 lbs., min.)* Mich. Spec. #3958-0101	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: E350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$4.00	\$18,539.00*
Final Point of Assembly: Avon Lake, OH	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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**STATE OF MICHIGAN
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PRICING SHEET

<u>TRUCK: CUT-AWAY VAN AND BODY DUAL REAR WHEELS</u> (G.V.W.R. 11,000 lbs., min.)* Mich. Spec. #3958-0108		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: E350 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$4.00	\$19,191.00*	
Final Point of Assembly: Avon Lake, OH		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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**STATE OF MICHIGAN
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PURCHASING OPERATIONS**

PRICING SHEET

<u>TRUCK: CUT-AWAY VAN AND BODY DUAL REAR WHEEL</u> (G.V.W.R. 14,000 lbs., min.)* Mich. Spec. #3958-0109		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: E450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$4.00	\$20,887.00*	
Final Point of Assembly: Avon Lake, OH		
<u>Dealer Information</u>		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagne@gornoford.com		

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS (G.V.W.R. 14,500 LBS., min.) Mich. Spec. #3958-0110	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$24,789.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS REAR DUAL WHEELS (G.V.W.R. 14,500 LBS., min.) Mich. Spec. #3958-0111	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$30,729.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI
	Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS REAR DUAL WHEELS (G.V.W.R. 14,500 LBS., min.) (4 x 4) Mich. Spec. #3958-0112	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$28,050.00*
Final Point of Assembly: Louisville, KY	
Dealer Information	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI
	Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS DUAL REAR WHEELS (G.V.W.R. 14,500 LBS., min.) (4 x 4) Mich. Spec. #3958-0113		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$34,379.00*	
Final Point of Assembly: Louisville, KY		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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PURCHASING OPERATIONS

PRICING SHEET

<u>TRUCK: CAB AND CHASSIS</u> (G.V.W.R. 15,000 LBS., min.) Mich. Spec. #3958-0114	
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$24,956.00*
Final Point of Assembly: Louisville, KY	
<u>Dealer Information</u>	
Dealer Name: Gorno Ford	
Street Address: 22025 Allen Road	
City: Woodhaven	State: MI Zip: 48183
Contact Name: Jim Agney	
Telephone: 734-671-4033	
Cell: 248-227-7445	
Fax: 734-676-7647	
E-mail: jagney@gornoford.com	

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STATE OF MICHIGAN
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PURCHASING OPERATIONS

PRICING SHEET

TRUCK: CAB AND CHASSIS DUAL REAR WHEELS (G.V.W.R. 15,000 LBS., min.) Mich. Spec. #3958-0115		
Standard Equipped Per above Specification (Including options as specified above)	Standard Equipped Cost	
Make: Ford Model: F450 <i>F.O.B. - Dealership</i> Delivery Cost Per Mile \$3.00	\$31,247.00*	
Final Point of Assembly: Louisville, KY		
Dealer Information		
Dealer Name: Gorno Ford		
Street Address: 22025 Allen Road		
City: Woodhaven	State: MI	Zip: 48183
Contact Name: Jim Agney		
Telephone: 734-671-4033		
Cell: 248-227-7445		
Fax: 734-676-7647		
E-mail: jagney@gornoford.com		

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Gorno Ford MiDEAL Contract # 071B8200138

<u>Mi Spec #</u>	<u>Ford Model</u>	<u>Spec Description</u>	<u>Old Price</u>	<u>New Price</u>	<u>Justification</u>
3905-0002	Focus	Sedan, Auto. Trans.	\$12,489.00	\$12,489.00	
3905-0003	Fusion SE V-6	Large-Size, 4dr.Sdn.A/T, FWD	\$15,489.00	\$15,680.00	
3905-0003	Taurus	Large-Size, 4dr.Sdn.A/T, FWD	\$18,129.00	\$18,732.00	Newly designed vehicle
3905-0003A	Crown Vic Alternative	Alt.Fuel-4dr.Sdn. A/T, RWD	\$19,545.00	\$19,545.00	
3905-0004	Fusion S 4 Cylinder 2.4 L	Mid-Size, 4dr.Sdn. A/T FWD	\$13,179.00	\$13,348.00	
3905-0005	Crown Vic Alternative	Large Admin.Series, 4dr.Sdn.A/T	\$19,544.00	\$19,544.00	
3905-0017	Edge	5-Passenger, A/T, 4dr. (Wagon)	\$22,396.00	\$21,999.00	
3905-0018A	Escape Hybrid	Alt.Fuel 5-Pass. 4dr., A/T (Utility)	\$25,099.00	\$26,615.00	
3905-0019	Taurus X	6-7 Pass.4dr. A/T Out of Production	N/A	N/A	
3958-0020	Ranger	Pick-up,7ft.box, Std. Cab.	\$12,391.00	\$13,607.00	
3958-0023	Ranger	Pick-up,6ft.box, Ext. Cab.	\$12,739.00	\$14,197.00	
3958-0025	F150	Pick-up,6ft.box, "Work Truck"	\$12,465.00	\$14,168.00	
3958-0026	F150	Pick-up,8ft.box, Std.Cab.	\$13,398.00	\$14,428.00	
3958-0026A	F150	Alt.Fuel, Pick-up,8ft.box, Std. Cab.	\$14,119.00	\$15,730.00	
3958-0027	F150	Pick-up,8ft.box, Ext.Cab.	\$17,858.00	\$19,399.00	
3958-0028	F150	Pick-up,6ft.box, Ext. Cab.	\$15,939.00	\$17,049.00	
3968-0028A	F150	Alt.Fuel, Pick-up,6ft.box, Ext.Cab.	\$16,659.00	\$17,559.00	
3958-0029	F250	Pick-up,8ft.box, Std.Cab.	\$16,739.00	\$17,538.00	
3958-0029D	F250 Diesel	Diesel-Pick-up,8ft.box,Std.Cab	\$22,277.00	\$23,854.00	
3958-0030	F250 XL	Pick-up,8ft.box, Ext.Cab.	\$18,764.00	\$19,692.00	
3958-0030D	F250 XL Diesel	Diesel-Pick-up,8ft.box,Ext.Cab	\$24,305.00	\$26,009.00	
3958-0031	F250	Pick-up,6ft.box, Ext.Cab	\$18,598.00	\$19,481.00	
3958-0031D	F250 Diesel	Diesel-Pick-up,6ft.box, Ext.Cab	\$24,135.00	\$25,557.00	
3958-0032	Econoline E150	Panel Van	\$14,697.00	\$15,973.00	
3905-0034	Expedition	Utility Veh.4dr., 5-6pass.	\$21,229.00	\$22,045.00	
3905-0035	Econoline E150 Wagon	Sport Van, 8 pass.	\$16,397.00	\$17,525.00	
3905-0037	Econoline E350 Wagon	Sport Van, 12 pass.	\$18,996.00	\$20,083.00	
3958-0039	Econoline E250	Panel Van	\$16,627.00	\$17,655.00	
3905-0040	Super Duty Ext Wagon E350	Van, 15 pass.	\$20,199.00	\$21,386.00	
3905-0042	Taurus X	Van,7 pass Compact, FWD Out of Prod.	N/A	N/A	
3958-0047	F-350	Pick-up,8ft.box, Std.Cab. DRW	\$17,699.00	\$18,785.00	
3958-0047D	F-350 Diesel	Diesel-Pick-up,8ft.box,Std.Cab DRW	\$23,645.00	\$25,495.00	

3958-0048	F-350	Pick-up,8ft.box,Std.Cab SRW	\$17,385.00	\$18,165.00	
3958-0048D	F-350 Diesel	Diesel-Pick-up,8ft.box,Std.Cab SRW	\$22,965.00	\$24,640.00	
3958-0049	F-350	Pick-up,8ft.box,CrewCab,4dr.	\$20,749.00	\$21,849.00	
3958-0049D	F-350 Diesel	Diesel-Pick-up, 8ft.box,CrewCab,4dr.	\$26,283.00	\$27,949.00	
3958-0050	F-350	Pick-up,8ft.box,Ext.Cab,4dr.DRW	\$19,865.00	\$21,122.00	
3958-0050D	F-350 Diesel	Diesel-Pick-up,8ft.box,Ext.Cab 4dr. DRW	\$25,795.00	\$27,899.00	
3958-0051	F-350	Pick-up,8ft.box,Ext.Cab,4dr.SRW	\$19,586.00	\$20,531.00	
3958-0051D	F-350 Diesel	Diesel-Pick-up,8ft.box,ExtCab,4dr.SRW	\$25,189.00	\$26,938.00	
3958-0072	F-350	Cab/Chas.,137"WB,Gas	\$18,198.00	\$19,765.00	
3958-0073	F-350	Cab/Chas.,128"WB,Diesel	\$23,834.00	\$26,198.00	
3958-0077	F-350	Cab/chas.,152"WB, Gas	\$18,386.00	\$19,968.00	
3958-0083	Explorer	Utility Veh.4dr., 4x4	\$20,289.00	\$20,839.00	
3958-0085	Expedition	Utility Veh.4dr.,6pass. 4x4	\$23,765.00	\$24,600.00	
3958-0086	F-150	Pick-up,8ft.box,Ext.Cab	\$20,386.00	\$22,025.00	
3958-0086A	F-150 E-85	Alt.Fuel-Pick-up,8ft.box,Ext.Cab	\$20,299.00	\$22,010.00	
3958-0087	F-150	Pick-up,6ft.box,Ext.Cab	\$18,498.00	\$19,498.00	
3958-0087A	F-150 E-85	Alt.Fuel-Pick-up,6ft.box,Ext.Cab	\$19,096.00	\$19,835.00	
3958-0088	F-250	Pick-up,8ft.box,Ext.Cab	\$21,060.00	\$22,087.00	
3958-0088D	F-250 Diesel	Diesel-Pick-up,8ft.box,Ext.Cab	\$26,649.00	\$28,437.00	
3958-0089	F-250	Pick-up,6ft.box,Ext.Cab	\$20,899.00	\$21,935.00	
3958-0089D	F-250 Diesel	Diesel-Pick-up,6ft.box, Ext.Cab	\$26,469.00	\$28,254.00	
3958-0091A	F-150 E-85	Alt.Fuel-Pick-up,8ft.box,Std.Cab	\$17,231.00	\$17,946.00	
3958-0092	F-250SD	Pick-up,8ft.box,Std.Cab "Plow Truck"	\$19,097.00	\$19,941.00	
3958-0092D	F-250SD Diesel	Diesel-Pick-up,8ft.box,Std.Cab	\$24,673.00	\$26,294.00	
3958-0093	F-350SD DRW	Cab/Chas.DRW	\$19,998.00	\$21,879.00	
3958-0093D	F-350SD DRW Diesel	Diesel-Cab/Chas.DRW	\$25,631.00	\$28,271.00	
3905-0094	Expedition EL	Utility Vehicle,Large 6pass.	\$27,089.00	\$27,845.00	
3905-0094A	Expedition EL E-85	Alt.Fuel-Utility Vehicle, Lg.6pass.	\$27,039.00	\$27,795.00	
3958-0098	F-350 Diesel	Diesel-Cab/Chas.137"WB	\$26,456.00	\$28,878.00	
3958-0099	F-350 Diesel	Diesel-Cab/Chas.161"WB	\$26,634.00	\$29,049.00	
3958-0100	E-350	Truck, Cut Away	\$17,199.00	\$17,759.00	
3958-0101	E-350	Truck, Cut Away	\$17,989.00	\$18,539.00	

3958-0108	E-350 Cutaway	Truck, Cut Away	\$18,639.00	\$19,191.00	
3958-0109	E-450 Cutaway	Truck, Cut Away	\$20,637.00	\$20,887.00	
3958-0110	F-450SD	Cab/Chas.128"WB-Gas	\$23,160.00	\$24,789.00	
3958-0111	F-450SD Diesel	Cab/Chas.128"WB-Diesel	\$28,499.00	\$30,729.00	
3958-0112	F-450	Cab/Chas.140"WB-Gas 4X4	\$26,399.00	\$28,050.00	
3958-0113	F-450 Diesel	Cab/Chas.140"WB-Diesel 4X4	\$31,797.00	\$34,379.00	
3958-0114	F-450	Cab/Chas. 152"WB-Gas	\$23,297.00	\$24,956.00	
3958-0115	F-450SD	Cab/Chas. 152"WB-Diesel	\$28,689.00	\$31,247.00	