

In State Costars
 Contract # 026-004
 Apple Ford

Prepared By: Scott Morrow
 administrator
 APPLE AUTOMOTIVE FLEET DEPT
 1200 LOUCKS ROAD
 YORK, PA 17404
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(2017)
 2016

Fleet/Non-Retail Ford Escape 4WD 4dr SE U9G

PRICING SUMMARY

PRICING SUMMARY - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

	<u>MSRP</u>
Base Price	\$27,540.00
Total Options:	\$1,585.00
Vehicle Subtotal	\$29,125.00
Advert/Adjustments:	\$0.00
Destination Charge	\$895.00
GRAND TOTAL	\$30,020.00

Your Price \$ 24153⁰⁰
 WIA WAS + 775⁰⁰
 STROBE PKG

\$ 24928⁰⁰

EQUIPPED AS PER
 PAGES 1-6

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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Page A

SELECTED MODEL & OPTIONS

SELECTED MODEL - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

Code	Description	MSRP
U9G	2016 Ford Escape 4WD 4dr SE	\$27,540.00

SELECTED VEHICLE COLORS - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

Code	Description	MSRP
-	Interior: Charcoal Black	
-	Exterior 1: Oxford White	
-	Exterior 2: No color has been selected.	

2017

SELECTED OPTIONS - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

CATEGORY		MSRP
Code	Description	
ENGINE		
990	ENGINE: 1.8 1.5 ECOBOOST -inc: active grille shutters (STD)	\$0.00
TRANSMISSION		
446	TRANSMISSION: 6-SPEED AUTOMATIC W/SELECTSHIFT (STD)	\$0.00
OPTION PACKAGE		
201A	EQUIPMENT GROUP 201A -inc: Radio: Media Hub w/SYNC 3, 9 speakers, SYNC 3 Communications & Entertainment System, enhanced voice recognition, 8" center LCD touch-screen w/swiping and pinch-to-zoom capabilities, AppLink, 911 Assist and two smart charging USB ports, SE Convenience Package, Dual Zone Electronic Automatic Temperature Control, rear air duct, Black Roof-Rack Side Rails, Perimeter Alarm, Reverse Sensing System, Power Converter 110V Outlet SYNC & Sound Discount applied. *GROSS* (Requires Equipment Group 201A savings)	\$1,395.00
AXLE RATIO		
---	3.51 AXLE RATIO (STD)	\$0.00
WHEELS		
64E	WHEELS: 17" ALLOY SPARKLE SILVER PAINTED ALUMINUM (STD)	\$0.00
PRIMARY PAINT		
YZ	OXFORD WHITE	\$0.00
PAINT SCHEME		
---	STANDARD PAINT	\$0.00
SEAT TYPE		
7B	CHARCOAL BLACK, CLOTH BUCKETS W/60/40 SPLIT REAR SEAT -inc: 10-way power driver's seat w/power lumbar adjust and driver seat back map pocket	\$0.00
ADDITIONAL EQUIPMENT		
422	CALIFORNIA EMISSIONS SYSTEM -inc: Required code for California Emissions States registration (CA, CT, DE, MA, MD, ME, NJ, NY, OR, PA, RI, VT, WA), Optional code for Cross Border States dealer orders (AZ, DC, ID, NH, NV, OH, VA, WV)	\$0.00

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SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ADDITIONAL EQUIPMENT		
942	DAYTIME RUNNING LAMPS REQUIRES valid FIN code.	\$45.00
---	RADIO: MEDIA HUB W/SYNC 3 -inc: 9 speakers, SYNC 3 Communications & Entertainment System, enhanced voice recognition, 8" center LCD touch-screen w/swiping and pinch-to-zoom capabilities, AppLink, 911 Assist and two smart charging USB ports (Requires 201A)	INC
61X	ROOF CROSS BARS (Requires 201A)	\$145.00
OPTIONS TOTAL		\$1,585.00

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

ENTERTAINMENT

- Radio: AM/FM Single CD/MP3 -inc: 6 speakers, auxiliary audio input jack, automatic volume control, compass, speed sensitive volume and SiriusXM satellite radio w/6 month prepaid subscription (48 contiguous states/service NOT AVAILABLE in Alaska or Hawaii)
- Radio w/Seek-Scan, Clock, Steering Wheel Controls, Voice Activation and Radio Data System
- Integrated Roof Antenna
- SYNC Communications & Entertainment System -inc: enhanced voice recognition, 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls and smart charging USB port
- 1 LCD Monitor In The Front

EXTERIOR

- Wheels: 17" Alloy Sparkle Silver Painted Aluminum
- Tires: P235/55R17 A/S -inc: steel mini spare wheel w/mini space-saver spare tire
- Steel Spare Wheel
- Compact Spare Tire Mounted Inside Under Cargo
- Clearcoat Paint
- Body-Colored Front Bumper w/Metal-Look Rub Strip/Fascia Accent
- Body-Colored Rear Bumper w/Gray Rub Strip/Fascia Accent and Metal-Look Bumper Insert
- Gray Bodyside Cladding and Gray Wheel Well Trim
- Chrome Side Windows Trim
- Body-Colored Door Handles
- Body-Colored Power Side Mirrors w/Convex Spotter and Manual Folding
- Fixed Rear Window w/Fixed Interval Wiper, Heated Wiper Park and Defroster
- Variable Intermittent Wipers
- Deep Tinted Glass
- Fully Galvanized Steel Panels
- Lip Spoiler
- Grille w/Chrome Bar
- Liftgate Rear Cargo Access
- Tailgate/Rear Door Lock Included w/Power Door Locks
- Fully Automatic Aero-Composite Halogen Headlamps w/Delay-Off
- Front Fog Lamps
- Laminated Glass

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail USG 4WD 4dr SE

INTERIOR

- 4-Way Passenger Seat -inc: Manual Recline and Fore/Aft Movement
- Front Facing Manual Reclining Fold Forward Seatback Rear Seat
- Cloth Buckets w/60/40 Split Rear Seat -inc: 10-way power driver's seat w/power lumbar adjust and driver seat back map pocket
- Manual Tilt/Telescoping Steering Column
- Gauges -inc: Speedometer, Odometer, Engine Coolant Temp, Tachometer, Trip Odometer and Trip Computer
- Power Rear Windows and Fixed 3rd Row Windows
- SYNC Services Selective Service Internet Access
- 5 Person Seating Capacity
- Front Cupholder
- Rear Cupholder
- Remote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry and Panic Button
- Keypad
- Cruise Control w/Steering Wheel Controls
- Manual Air Conditioning
- HVAC -inc: Underseat Ducts and Console Ducts
- Illuminated Glove Box
- Driver Foot Rest
- Full Cloth Headliner
- Cloth Door Trim Insert
- Metal-Look Gear Shift Knob
- Interior Trim -inc: Metal-Look Instrument Panel Insert, Metal-Look Door Panel Insert, Metal-Look Console Insert, Chrome And Metal-Look Interior Accents
- Day-Night Rearview Mirror
- Driver And Passenger Visor Vanity Mirrors w/Driver And Passenger Illumination
- Full Floor Console w/Covered Storage, Mini Overhead Console w/Storage and 4 12V DC Power Outlets
- Front Map Lights
- Fade-To-Off Interior Lighting
- Full Carpet Floor Covering -inc: Carpet Front And Rear Floor Mats
- Carpet Floor Trim
- Cargo Area Concealed Storage
- Cargo Space Lights
- FOB Controls -inc: Trunk/Hatch/Tailgate
- Smart Device Integration
- Interior Concealed Storage, Driver / Passenger And Rear Door Bins, 2nd Row Underseat Storage and Audio Media Storage

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

- Power 1st Row Windows w/Driver 1-Touch Down
- Delayed Accessory Power
- Power Door Locks w/Autolock Feature
- Systems Monitor
- Trip Computer
- Analog Display
- Outside Temp Gauge
- Seats w/Cloth Back Material
- Manual w/Tilt Front Head Restraints and Manual Adjustable Rear Head Restraints
- Front Center Armrest and Rear Center Armrest
- Securilock Anti-Theft Ignition (pats) Engine Immobilizer
- 4 12V DC Power Outlets
- Air Filtration
- Engine: 1.5L MECHANICAL
- Transmission: 6-Speed Automatic w/SelectShift
- 3.51 Axle Ratio
- GVWR: 4,760 lbs
- Transmission w/SelectShift Sequential Shift Control and Oil Cooler
- Automatic Full-Time Four-Wheel Drive
- Battery w/Run Down Protection
- Gas-Pressurized Shock Absorbers
- Front And Rear Anti-Roll Bars
- Electric Power-Assist Speed-Sensing Steering
- 15.1 Gal. Fuel Tank
- Quasi-Dual Stainless Steel Exhaust w/Chrome Tailpipe Finisher
- Permanent Locking Hubs
- Strut Front Suspension w/Coil Springs
- Short And Long Arm Rear Suspension w/Coil Springs
- 4-Wheel Disc Brakes w/4-Wheel ABS, Front Vented Discs, Brake Assist and Hill Hold Control
- Brake Actuated Limited Slip Differential

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail U9G 4WD 4dr SE

SAFETY

- Advancetrac w/Roll Stability Control Electronic Stability Control (ESC) And Roll Stability Control (RSC)
- ABS And Driveline Traction Control
- Side Impact Beams
- Dual Stage Driver And Passenger Seat-Mounted Side Airbags
- 911 Assist Emergency S.O.S
- Low Tire Pressure Warning
- Dual Stage Driver And Passenger Front Airbags
- Safety Canopy System Curtain 1st And 2nd Row Airbags
- Airbag Occupancy Sensor
- Driver Knee Airbag
- Mykey System -inc: Top Speed Limiter, Audio Volume Limiter, Early Low Fuel Warning, Programmable Sound Chimes and Beltminder w/Audio Mute
- Rear Child Safety Locks
- Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners
- Back-Up Camera

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Pa Costars

Price Breakdown

CNGPES0 VEHICLE ORDER CONFIRMATION 02/25/16 15:24:26
 Dealer: F16517
 Page: 1 of 1
 2017 ESCAPE
 Order No: 9999 Priority: 04 Ord FIN: QS017 Order Type: SE Price Level: 715
 Ord Code: 201A Cust/Flt Name: PA STATE PO Number:
 RETAIL DLK INV RETAIL DLK INV
 999 SE 4WD \$26050 \$25173.00 235/55R17 TIRES
 YZ .105.9" WB 61X ROOF CROSS BARS 145 135.00
 K OXFORD WHITE SF OLR ACCT ADJ (1136.00)
 B CLOTH BUCKETS SF FLT ACCT CR (155.00)
 B CHARCOAL BLACK FUEL CHARGE 4.18
 201A EQUIP GRP 1395 1301.00 B4A NET INV FLT OPT NC 7.00
 .SE TECH PACKAGE PRICED DORA NC NC
 .SYNC 3 DEST AND DELIV 895 895.00
 .SYNC CONNECT TOTAL BASE AND OPTIONS 29235 26024.18
 .REV SENSING SYS TOTAL 29235 26024.18
 .ROOF RAILS-BLK *THIS IS NOT AN INVOICE*
 .BLIS
 .17" SPRKL WHLS
 999 .1.5L ECO ENGINE NC NC
 446 .6-SPD AUTOTRANS NC NC
 F1=Help F2=Return to Order F3/F10=Veh Ord Menu
 F4=Submit F5=Add to Library
 9999 - PRESS F4 TO SUBMIT QCD3569
 fmcdealr@GMSFLT-02
 Feb 25, 2016 3:41:38 PM

\$ 26024.18
 Govt Rebate - 2800.00

 23224.18
 47% Allow markup + 928.97

 Pa Costars price \$ 24153.60

LEASE QUOTE

To: Jim Gross
Date: 03/03/2016
Customer: City of York
Asset: 2017 Ford Escape (each)

Lease Type	Municipal	
Sales Price		\$24,928.00
Amount Leased	\$	24,928.00
Residual	\$	1.00
Term	5 Annual Payments	
Rate	2.8% Bank Qualified	
Payment	\$	5,266.52
Sales/Use Tax	PA Tax Exempt	
Total Payment*	\$	5,266.62
Acquisition Fee	\$	500.00
UCC Filing Fee	N/A	
Last Payment	N/A	
Due at Funding		\$5,766.62

The rate quoted above is valid for 30 days from the date of this quote.

Thank you for your business,
 Linds S. Birunas
 Sr. Leasing Sales Officer
 Fulton Leasing Company
 717.581.3270

In State CoStaa's
Contract # 025.002

Apple Ford

Prepared By: Scott Morrow
administrator
APPLE AUTOMOTIVE FLEET DEPT
1200 LOUCKS ROAD
YORK, PA 17404
Phone: (717) 849-6527
Fax: (717) 848-3805
Email: smorrow@appleautol.com

2016 Fleet/Non-Retail Ford Super Duty F-350 DRW 4WD Reg Cab 165" WB

PRICING SUMMARY

PRICING SUMMARY - 2016 Fleet/Non-Retail F3H 4WD Reg Cab 165" WB 84" CA XL

	<u>MSRP</u>
Base Price	\$37,340.00
Total Options:	\$10,550.00
Vehicle Subtotal	\$47,890.00
Advert/Adjustments	\$0.00
Destination Charge	\$1,195.00
GRAND TOTAL	\$49,085.00

EQUIPPED
PER PAGES 1-2

Chassis Price
① Extra Key
Body upfit

\$ 36242.00
+ 95.00
+ 30705.00

\$ 67042.00

Quote attached

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SELECTED MODEL & OPTIONS

SELECTED MODEL - 2016 Fleet/Non-Retail F3H 4WD Reg Cab 165" WB 84" CA XL

Code	Description	MSRP
F3H	2016 Ford Super Duty F-350 DRW 4WD Reg Cab 165" WB 84" CA XL	\$37,340.00

SELECTED VEHICLE COLORS - 2016 Fleet/Non-Retail F3H 4WD Reg Cab 165" WB 84" CA XL

Code	Description
-	Interior: Steel
-	Exterior 1: Green Gem Metallic
-	Exterior 2: No color has been selected.

SELECTED OPTIONS - 2016 Fleet/Non-Retail F3H 4WD Reg Cab 165" WB 84" CA XL

CATEGORY	Code	Description	MSRP
ENGINE	99T	ENGINE: 6.7L 4V OHV POWER STROKE V8 TURBO DIESEL B20 -inc: Diesel Emission Fluid (DEF) system and Intelligent Oil Life Monitor, Extra Heavy-Duty 200-Amp Alternator, Dual 78 AH 750 CCA Batteries (Requires 44W)	\$8,480.00
TRANSMISSION	44W	TRANSMISSION: TORQSHIFT 6-SPEED AUTOMATIC (6.7L) -inc: SelectShift (Requires 99T)	\$0.00
OPTION PACKAGE	640A	ORDER CODE 640A	\$0.00
AXLE RATIO	X4N	LIMITED SLIP W/4.10 AXLE RATIO (Requires 99T)	\$360.00
WHEELS	64K	WHEELS: 17" ARGENT PAINTED STEEL -inc: Hub covers and center ornaments not included (STD)	\$0.00
TIRES	TBM	TIRES: LT245/75RX17E BSW AT	\$165.00
PRIMARY PAINT	W6	GREEN GEM METALLIC	\$0.00
PAINT SCHEME		STANDARD PAINT	\$0.00
SEAT TYPE	AS	STEEL, HD VINYL 40/20/40 SPLIT BENCH SEAT -inc: center armrest, cupholder and storage	\$0.00
ADDITIONAL EQUIPMENT			

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Customer File:

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2016 Fleet/Non-Retail F3H 4WD Reg Cab 165" WB 84" CA XL

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ADDITIONAL EQUIPMENT		
90L	POWER EQUIPMENT GROUP -inc: Deletes passenger side lock cylinder, upgraded door-trim panel, Accessory Delay, Remote Keyless Entry, MyKey, owner controls feature, Perimeter Anti-Theft Alarm, Power Front Side Windows, 1-touch up and down power driver and passenger window, Manual Telescoping 2-Way Fold Trailer Tow Mirrors, power/heated glass, heated convex spotter mirror and integrated clearance lamps/turn signals, Power Locks, SecurILock Passive Anti-Theft System (PATS)	\$895.00
67D	EXTRA HEAVY-DUTY 200-AMP ALTERNATOR	\$0.00
41H	ENGINE BLOCK HEATER	\$75.00
473	SNOW PLOW PREP PACKAGE -inc: heavy duty alternator, pre-selected springs (see Order Guide Supplemental Reference for springs/FGAWR of specific vehicle configurations), NOTE 1: Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details, NOTE 2: Also allows for the attachment of a winch	\$85.00
65M	28 GALLON MID SHIP FUEL TANK	\$125.00
18B	6" ANGULAR BLACK MOLDED-IN-COLOR RUNNING BOARDS	\$320.00
942	DAYTIME RUNNING LAMPS (DRL) (LPO) REQUIRES valid FIN code.	\$45.00
OPTIONS TOTAL		<u>\$10,550.00</u>

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CNCR530 VEHICLE ORDER CONFIRMATION 02/25/16 16:12:57
 Dealer: F16517
 Page: 1 of 2
 2016 F-SERIES SD
 Order No: 9999 Priority: D2 Ord FIN: QS017 Order Type: SR Price Level: 640
 Ord Code: 640A Cust/Flt Name: PA STATE PG Number:
 RETAIL DLR INV RETAIL DLR INV
 F3B F350 4X4 CHAS/C 837340 \$34633.00 18R MOLDED BLK STEP 5320 5289.00
 165" WHEELBASE LESS TPMS
 W6 GREEN GEM MET 14000# GVWR PKG
 A VNYL 40/20/40 41H ENG BLK HEATER 75 68.00
 S STEEL 425 50 STATE EMISS NC NC
 640A PREF EQUIP PKG 473 SNOW FLOW PKG 85 77.00
 .XL TRIM JOB #1 BUILD
 572 .AIR CONDITIONER NC NC 65M MID-SHIP TANK 125 115.00
 .AM/EM STER/CLK
 99T 6.7L V8 DIESEL 6480 7653.00 TOTAL BASE AND OPTIONS 49085 42867.10
 44W 6-SPEED AUTO NC NC TOTAL 49085 42867.10
 TBM 1P245 BSW AT 17 165 199.00 *THIS IS NOT AN INVOICE*
 X4N 4.10 LTD SLIP 340 326.00
 90L PWR EQUIP GROUP 895 896.00 * MORE ORDER INFO NEXT PAGE *
 TELE TT MIR-PWR F8=Next
 F1=Help F2=Return to Order F3/F12=Veh Ord Menu
 F4=Submit F5=Add to Library
 SG05 - MORE DATA IS AVAILABLE. QCD3569
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Chassis
 Price
 Breakdown

42867.10
 price increase credit - 250.00
 Govt Rebate - 8100.00
 34517.00
 5% Allow markup + 1725.00

Chassis price costars @ 36242.00

(B)

CNGP830

VEHICLE ORDER CONFIRMATION

02/25/16 16:13:10

Dealer: F16517

Page: 2 of 2

2016 F-SERIES SD

Order No: 9999 Priority: D2 Ord FIN: Q8Q17 Order Type: 5B Price Level: 640

Ord Code: 640A Cust/Flt Name: FA STATE PO Number: RETAIL DLR INV

	RETAIL	DLR INV
67D XTR HVY QTY ALT	NC	NC
942 DAY RUNNING LTS	45	40.00
SP DLR ACCT ADJ		(1916.00)
SP FLT ACCT CR		(600.00)
FUEL CHARGE		25.10
R4A NET INV FLT OPT	NC	7.00
PRICED DORA	NC	NC
DEST AND DELIV	1195	1195.00

TOTAL BASE AND OPTIONS 49085 42867.10
TOTAL 49085 42867.10

THIS IS NOT AN INVOICE

F1=Help F2=Return to Order F7=Prev
 F4=Submit F5=Add to Library F3/F12=Veh Ord Menu
 8099 - PRESS F4 TO SUBMIT Q003569
 fmsdealr@gmsflt-02
 Feb 25, 2016 4:12:03 PM



lancaster truck bodies, inc.

310 Richardson Drive - Lancaster PA 17603
 210 Gale Lane - Kennett Square PA 19348
 Website: www.lancastertruckbodies.com
 Phone 800-732-0004 Fax 717-299-9540

Quotation

Quote #70004

Date: 3/2/2016
 Exp. Date: 3/17/2016

To: Scott Morrow
 Apple Ford
 3250 Cape Horn Rd.
 Red Lion, PA 17356

For: Scott Morrow
 Phone: 717-849-6527
 Fax: (717)718-9559
 FOR: City of York (Parks)
 COSTARS 25-206

Make/Model: '16 Ford Trans: -
 Project: Furnish & Install CA: 84 Engine: Paint: -

Qty	Description	Price	Extend
1	<p>A- Warner L Pack 82"W X55"H X48" deep, 5/16" full door length 304SS hinge pin, Gas shock door holders on vertical doors, (2) J-hooks, Lower box 24"W x18"H x 17"deep w/drop down door, U-bolts with springs.</p> <p>B- Galion 130U-9 Steel Dump 9' long x 7' wide x 13" sides x 19" tailgate (2.5 - 3.7 cubic yds.) 10 ga. hi-tensile body shell, 3/16" floor CROSSMEMBERLESS</p> <p>C- 1/2 x 90" wide cabshield, with marker lights</p> <p>D- 200BQ Strobe light Self-Leveling bracket and brush guard on cab shield center with switch in cab</p> <p>E- Bustin Grip strut step ladder on streetside</p> <p>F- Recessed LED Trucklite lights in rear corner posts</p> <p>G- Galion GS615-DA scissors hoist, double-acting</p> <p>H- Underhood Hydraulic pump 12 GPMs with OBD-II, with dash switch</p> <p>I- Dump body up and down control in cab floor mounted</p> <p>J- Tank and valve frame mounted between truck frame</p> <p>K - Front cabshield and rear strobe lights</p> <p>L- Waitco DT-16 dump thru Electric liftgate</p> <p>M- Splash shields - 1/2 rubber</p> <p>N- Rubber mudflaps at rear</p> <p>O- Body prop, backup alarm</p> <p>P- I.C.C. underride protector</p> <p>Q- 2 x 2 receiver tube in 3/4" pull plate with D-rings 19" to center</p> <p>R- 7 Prong Round trailer receptacle</p> <p>S- Western IUTPB.5 Pro Plus Electric plow with snow deflector and cab</p>	\$30,705.00	\$30,705.00

Qty	Description	Price	Extend
	command T- Red/White Reflective tape on sides and liftgate U- Installed and painted to march cab		

F.O.B.: Lancaster, PA.

TERMS: C.O.D. unless prearranged account

I accept the Terms and Conditions of this quotation.

Signature _____

P.O. Number _____

Sub-Total \$30,705.00
Added Charge
Tax
Total **\$30,705.00**

Quote By: Robyn Ennis

LEASE QUOTE

To: Jim Gross
Date: 03/03/2016
Customer: City of York
Asset: 2016 Ford F-350

Lease Type		Municipal
Sales Price		\$67,042.00
Amount Leased	\$	67,042.00
Residual	\$	1.00
Term		5 Annual Payments
Rate		2.8% Bank Qualified
Payment	\$	14,164.23
Sales/Use Tax		PA Tax Exempt
Total Payment*	\$	14,164.23
Acquisition Fee	\$	500.00
UCC Filing Fee		N/A
Last Payment		N/A
Due at Funding		\$14,664.23

The rate quoted above is valid for 30 days from the date of this quote.

Thank you for your business,
 Linds S. Birunas
 Sr. Leasing Sales Officer
 Fulton Leasing Company
 717.581.3270

Pa State Co Stars
Contact # 025-002
Apple Ford

Prepared By: Scott Morrow
administrator
APPLE AUTOMOTIVE FLEET DEPT
1200 LOUCKS ROAD
YORK, PA 17404
Phone: (717) 849-6527
Fax: (717) 848-3805
Email: smorrow@appleauto1.com

2016 Fleet/Non-Retail Ford Super Duty F-250 SRW 4WD Reg Cab 137" XL

PRICING SUMMARY

PRICING SUMMARY - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

	<u>MSRP</u>
Base Price	\$35,180.00
Total Options:	\$2,270.00
Vehicle Subtotal	\$37,450.00
Advert/Adjustments	\$0.00
Destination Charge	\$1,195.00
GRAND TOTAL	\$38,645.00

EQUIPPED AS PER
pages 1-5

Truck Price \$ 26541.00
8 foot pro plus western snow plow + 4400.00
Front / Rear WIG WAG + 775.00
STROBES
(1) Extra KEY + 95.00
\$ 31811.00

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SELECTED MODEL & OPTIONS

SELECTED MODEL - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

Code	Description	MSRP
F2B	2016 Ford Super Duty F-250 SRW 4WD Reg Cab 137" XL	\$35,180.00

SELECTED VEHICLE COLORS - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

Code	Description
-	Interior: Steel
-	Exterior 1: Green Gem Metallic
-	Exterior 2: No color has been selected.

SELECTED OPTIONS - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

CATEGORY

Code	Description	MSRP
ENGINE		
996	ENGINE: 6.2L 2-VALVE SOHC EFI NA V8 FLEX-FUEL (STD)	\$0.00
TRANSMISSION		
44P	TRANSMISSION: TOROSHIFT 6-SPEED AUTOMATIC -inc: SelectShift (STD)	\$0.00
OPTION PACKAGE		
600A	ORDER CODE 600A	\$0.00
AXLE RATIO		
X3E	ELECTRONIC LOCKING W/3.73 AXLE RATIO	\$390.00
WHEELS		
64A	WHEELS: 17" ARGENT PAINTED STEEL -inc: painted hub covers/center ornaments (STD)	\$0.00
TIRES		
TBM	TIRES: LT245/75RX17E BSW A/T	\$165.00
PRIMARY PAINT		
W6	GREEN GEM METALLIC	\$0.00
PAINT SCHEME		
---	STANDARD PAINT	\$0.00
SEAT TYPE		
AS	STEEL, HEAVY DUTY VINYL 40/20/40 SPLIT BENCH SEAT -inc: center armrest, cupholder and storage	\$0.00
ADDITIONAL EQUIPMENT		
90L	POWER EQUIPMENT GROUP -inc: Deletes passenger-side lock cylinder, upgraded door trim panel, Accessory Delay, Remote Keyless Entry, Perimeter Anti-Theft Alarm, Power Front Side Windows, 1-touch up and down driver and passenger windows, Manual Telescoping 2-Way Fold Trailer Tow Mirrors, power/heated glass, heated convex spotter mirror and integrated clearance lamps/turn signals, Power Locks	\$895.00

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

CATEGORY

Code	Description	MSRP
ADDITIONAL EQUIPMENT		
473	SNOW PLOW PREP PACKAGE -inc: NOTE: Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details w/996-inc: computer selected springs for snowplow application and heavy-duty alternator w/99T-inc: computer selected springs for snowplow application	\$85.00
425	50-STATE EMISSIONS SYSTEM	\$0.00
52B	TRAILER BRAKE CONTROLLER -inc: Compatible w/select electric over hydraulic brakes	\$270.00
41P	TRANSFER CASE & FUEL TANK SKID PLATES	\$100.00
18B	6" ANGULAR BLACK MOLDED-IN-COLOR RUNNING BOARDS	\$320.00
942	DAYTIME RUNNING LAMPS (DRL) (LPO) REQUIRES Valid FIN Code.	\$45.00
OPTIONS TOTAL		\$2,270.00

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

ENTERTAINMENT

- Radio: AM/FM Stereo w/Digital Clock -inc: 2-speakers
- Fixed Antenna

EXTERIOR

- Wheels: 17" Argent Painted Steel -inc: painted hub covers/center ornaments
- Tires: LT245/75R17E BSW A/S -inc: Spare is LT245/75R17E A/T BSW plus
- Regular Box Style
- Steel Spare Wheel
- Full-Size Spare Tire Stored Underbody w/Crankdown
- Clearcoat Paint
- Black Front Bumper w/2 Tow Hooks
- Black Rear Step Bumper
- Black Side Windows Trim and Black Front Windshield Trim
- Black Door Handles
- Black Manual Side Mirrors w/Manual Folding
- Manual Extendable Trailer Style Mirrors
- Fixed Rear Window
- Light Tinted Glass
- Variable Intermittent Wipers
- Fully Galvanized Steel Panels
- Black Grille
- Front License Plate Bracket
- Tailgate Rear Cargo Access
- Manual Tailgate/Rear Door Lock
- Aero-Composite Halogen Headlamps
- Cargo Lamp Integrated w/High Mount Stop Light

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

INTERIOR

- Front Seats w/Manual Driver Lumbar
- 4-Way Driver Seat -inc: Manual Recline, Fore/Aft Movement and Manual Lumbar Support
- 4-Way Passenger Seat -inc: Manual Recline and Fore/Aft Movement
- Manual Tilt/Telescoping Steering Column
- Gauges -inc: Speedometer, Odometer, Oil Pressure, Engine Coolant Temp, Tachometer, Transmission Fluid Temp, Engine Hour Meter and Trip Odometer
- 3 Person Seating Capacity
- Front Cupholder
- Manual Air Conditioning
- Glove Box
- Interior Trim -inc: Chrome Interior Accents
- Full Cloth Headliner
- Urethane Gear Shift Knob
- Heavy Duty Vinyl 40/20/40 Split Bench Seat -inc: center armrest, cupholder and storage
- Day-Night Rearview Mirror
- Passenger Visor Vanity Mirror
- 2 12V DC Power Outlets
- Front Map Lights
- Fade-To-Off Interior Lighting
- Full Vinyl/Rubber Floor Covering
- Underhood And Pickup Cargo Box Lights
- Instrument Panel Bin and Dashboard Storage
- Manual 1st Row Windows
- Systems Monitor
- Outside Temp Gauge
- Analog Display
- Manual Adjustable Front Head Restraints
- Securilock Anti-Theft Ignition (pats) Engine Immobilizer

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

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STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2016 Fleet/Non-Retail F2B 4WD Reg Cab 137" XL

MECHANICAL

- Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel
- Transmission: TorqShift 6-Speed Automatic -Inc: SelectShift
- 3.73 Axle Ratio
- GVWR: 10,000 lb Payload Package
- Transmission w/Oil Cooler
- Manual Transfer Case
- Part-Time Four-Wheel Drive
- 72-Amp/Hr 650CCA Maintenance-Free Battery w/Run Down Protection
- 157 Amp Alternator
- Class V Towing w/Harness, Hitch and Trailer Sway Control
- 3580# Maximum Payload
- HD Shock Absorbers
- Front Anti-Roll Bar
- Firm Suspension
- Hydraulic Power-Assist Steering
- 35 Gal. Fuel Tank
- Single Stainless Steel Exhaust
- Manual Locking Hubs
- Front Suspension w/Coil Springs
- Leaf Rear Suspension w/Leaf Springs
- 4-Wheel Disc Brakes w/4-Wheel ABS, Front And Rear Vented Discs, Brake Assist and Hill Hold Control

SAFETY

- Advancetrac w/Roll Stability Control Electronic Stability Control (ESC) And Roll Stability Control (RSC)
- ABS And Driveline Traction Control
- Side Impact Beams
- Dual Stage Driver And Passenger Seat-Mounted Side Airbags
- Low Tire Pressure Warning
- Dual Stage Driver And Passenger Front Airbags w/Passenger Off Switch
- Curtain 1st Row Airbags
- Mykey System -inc: Top Speed Limiter, Audio Volume Limiter, Early Low Fuel Warning, Programmable Sound Chimes and Bellminder w/Audio Mute
- Outboard Front Lap And Shoulder Safety Belts -inc: Height Adjusters

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

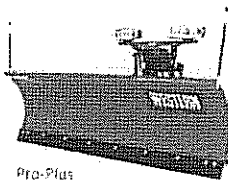
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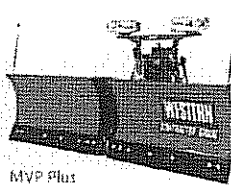
Page 5

CoStars Plow Order Form

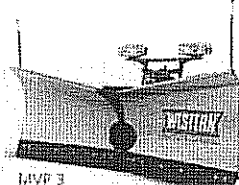
DEJANA
Truck and Utility Equipment



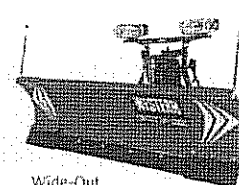
Pro-Plus



MVP Plus



MVP 3



Wide-Out

- 7 1/2' Western MVP Plus Plow - Steel \$ 4,315
 - Shoe Kit \$ 145
 - Rubber Deflectors \$ 150
- 8' Western Pro Plus Plow \$ 4,300
 - Rubber Deflectors \$ 165
- 8 1/2' Western Pro Plus Plow \$ 4,405
 - Rubber Deflectors \$ 180
- 8 1/2' Western MVP Plus Plow - Steel \$ 4,515
 - Shoe Kit \$ 145
 - Rubber Deflectors \$ 215

- 8 1/2' Western MVP 3 Steel Plow \$ 4,945
 - Shoe Kit \$ 185
 - Rubber Deflectors \$ 240
- 9 1/2' Western MVP Plus Plow - Steel \$ 4,730
 - Shoe Kit \$ 145
 - Rubber Deflectors \$ 215
- 9' Western Pro Plus Plow \$ 4,510
 - Rubber Deflectors \$ 180
- 8'-10' Western Wide Out Plow \$ 5,420
 - Shoe Kit \$ 145
 - Rubber Deflectors \$ 250

Please indicate: Joy Stick or Hand Held

Dealership Information:	
Dealership: <u>Apple Ford</u>	Phone: _____
Dealer Code: _____	Fax: _____
Address: _____	Email: _____
City, State, Zip: _____	
<input checked="" type="checkbox"/> Dealer will provide transportation to and from: <input checked="" type="checkbox"/> MD <input type="checkbox"/> NJ <input type="checkbox"/> PA <input type="checkbox"/> Dejana will provide transportation to and from: <input type="checkbox"/> MD <input type="checkbox"/> NJ <input type="checkbox"/> PA Delivery \$ <u>100.00</u>	
Customer and Vehicle Information:	
Municipality: <u>City of York</u>	CoStars #: _____
Chassis: _____	PO #: _____
Color: _____	Date: _____
Vin # / Order #: _____	Total: \$ <u>4400.00</u>
Approved By: (Print) _____	(Sign) _____
Please FAX to Greg Baker: 631-544-3509	

CNGP530 VEHICLE ORDER CONFIRMATION 02/25/16 14:54:30
 Dealer: F16517
 Page: 1 of 2
 2016 F-SERIES SD
 Order No: 9999 Priority: D2 Ord FIN: 08017 Order Type: SB Price Level: 440
 Ord Code: 600A Cust/Flt Name: PA STATE PO Number:
 RETAIL DLR INV RETAIL DLR INV
 F2E F250 4X4 SD R/C \$321K0 \$32630.00 JOB #1 BUILD
 137" WHEELBASE 18B MOLDED BLK STEP 320 289.00
 W6 GREEN GEM MET 10000# GVWR PKG
 A VNYL 40/20/40 41P SKID PLATES 100 90.00
 S STEEL 425 50 STATE EMISS NC NC
 600A PREF EQUIP PKG 473 ENCW FLOW PKG 85 77.00
 .XL TRIM 512 SPARE TIRE/WHLR NC NC
 .TRAILER TOW PKG 52B BRAKE CONTROLLR 270 244.00
 372 .AIR CONDITIONER NC NC
 .AM/PM STER/CLK TOTAL BASE AND OPTIONS 38645 33927.54
 996 .6.2L EPI VS ENG NC NC TOTAL 58645 33927.54
 44P 6-SPD AUTOMATIC NC NC *THIS IS NOT AN INVOICE*
 TBM LT245 BSW AT 17 185 149.00
 XSE 3.73 ELCKING 190 253.00 * MORE ORDER INFO NEXT PAGE *
 90L PWR EQUIP GROUP 895 808.00
 F1=Help F2=Return to Order F3/F12=Veh Ord Menu
 F4=Submit F5=Add to Library
 5006 - MORE DATA IS AVAILABLE. QC03569
 Emdearl@GMSFLT-02
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Price Breakdown

3
 33927.54
 PE credit - 250.00
 Govt Rebate - 8400.00
 25277.54
 5% Allow markup + 1263.88
 PA Costas Price # 26541.00

19

ONGE530 VEHICLE ORDER CONFIRMATION 02/25/16 14:54:58
 Dealer: FIC517
 2016 F-SERIES 3D Page: 2 of 2
 Order No: 5999 Priority: 02 Ord FIN: G5017 Order Type: 58 Price Level: 640
 Ord Code: 600A Cust/Flt Name: PA STATE PO Number:
 RETAIL DLR INV RETAIL DLR INV

	RETAIL	DLR INV	RETAIL	DLR INV
TELE TT MIR-PWR				
JACK				
942 DAY RUNNING LTS	45	40.00		
SP DLR ACCT ADJ		(1499.00)		
SP FLT ACCT CR		(469.00)		
FUEL CHARGE		12.54		
84A NET INV FLT OPT	NC	7.00		
PRICED DORA	NC	NC		
DEST AND DELIV	1195	1195.00		
TOTAL BASE AND OPTIONS	38645	33927.54		
TOTAL	38645	33927.54		

THIS IS NOT AN INVOICE

F1=Help F2=Return to Order F7=Prev
 F4=Submit F5=Add to Library F3/F12=Veh Ord Menu
 3099 - PRESS F4 TO SUBMIT Q003569
 fmcdca1r@GMSFLT-02
 Feb 25, 2016 2:53:51 PM

LEASE QUOTE

To: Jim Gross
Date: 03/03/2016
Customer: City of York
Asset: 2016 Ford F-250

Lease Type	Municipal	
Sales Price		\$31,811.00
Amount Leased	\$	31,811.00
Residual	\$	1.00
Term	5 Annual Payments	
Rate	2.8% Bank Qualified	
Payment	\$	6,720.74
Sales/Use Tax	PA Tax Exempt	
Total Payment*	\$	6,720.74
Acquisition Fee	\$	500.00
UCC Filing Fee	N/A	
Last Payment	N/A	
Due at Funding		\$7,220.74

The rate quoted above is valid for 30 days from the date of this quote.

Thank you for your business,
 Linds S. Birunas
 Sr. Leasing Sales Officer
 Fulton Leasing Company
 717.581.3270