ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL OF CONTRACT

SHEEHY FORD OF RICHMOND INC.
10601 MIDLOTHIAN TURNPIKE
RICHMOND, VA 23236

DATE ISSUED: May 27, 2015
CURRENT CONTRACT NO: 708-12
CONTRACT TITLE: FORD ESCAPE SE 4 WD

THIS IS A NOTICE OF RENEWAL OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract term covered by this Notice of Renewal is effective MAY 1, 2015 and expires on APRIL 30, 2016.

This is the FOURTH year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 708-12 and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:
1) 18.1% FROM MSRP
2) FIRM PERCENTAGE DISCOUNT FROM MSRP FOR CONTRACT TERM
3) COUNTY NET PRICE FOR MODEL YEAR 2014: $24,152.31

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: LEAH ARNOLD
TELEPHONE NO.: 804-419-1381

VENDOR PAYMENT TERMS: NET 30 DAYS

EMAIL ADDRESS: LEAHARNOLD@SHEEHY.COM

COUNTY CONTACT: LAILA RANGEEN
TELEPHONE NO.: 703-228-6561

CONTRACT AUTHORIZATION

Guinevere Bruner, CPPB
Procurement Officer
5/18/15 Date
AGREEMENT 708-12
SPECIFICATIONS EXCERPT

I. GENERAL SPECIFICATIONS

This specification described a current model year Ford, Escape SE 4WD (Fleet/Non-Retail), to be equipped with all of the standard features for this model along with the items in the "detailed Specifications section".

Delivery shall be FOB Destination at the Arlington County Equipment Bureau, 2701 S. Taylor Street, Arlington, Virginia, 22206.

II. DETAILED SPECIFICATIONS

Ford Escape SE 4WD

1. Year, Make and Model: current model year Ford Escape SE 4WD (Fleet/Non-Retail) "No Substitute"
2. Engine: 2.0L EcoBoost I-4
3. Transmission: 6-Speed Automatic
4. Drive System: Four Wheel Drive
5. Brakes: 4-wheel disc with anti-lock brake system (ABS)
6. SRS: Dual-stage front airbags, front seat side-impact airbags
7. Steering: urethane tilt/telescoping with audio and cruise controls
8. Mirrors: power mirrors driver and passenger side
9. Power: power windows and door locks
10. Seating: cloth, rear seat recline, driver 6-way manual, front passenger 2-way manual
11. Tires: 17" All Season
12. Wheels: 17" Sparkle Silver painted aluminum
13. Radio: AM/FM radio with CD player
14. Keys: Remote Keyless entry 4 set of programmed keys with each unit ordered
15. Exterior Paint: to be determined at the time of order
16. Interior: color to be determined at time of order

III. GENERAL REQUIREMENTS
The equipment bid must be a vehicle in current production available for inspection by the County.

Vehicles shall be delivered with temporary tags and current Virginia state safety inspection at no additional cost to the County ("delivered unit").

Delivered unit shall be complete in all aspects and ready for immediate use. Any discrepancies or damage, cosmetic or otherwise, noted at the time of delivery will be repaired or replaced at the County's sole discretion,
by the successful bidder at no cost to the County.

IV. DOCUMENTATION TO BE PROVIDED
The successful bidder shall provide a certificate of origin, Virginia Department of Motor Vehicles Form VSA 17A, a mileage statement, and other pertinent documents at time of delivery of the unit. The documents shall list the owner as:

County of Arlington, Board
2701 South Taylor Street
Arlington, VA 22206

V. WARRANTY
Warranty: Standard manufacturers’ warranty; 3-years/36,000-mile Bumper-to-Bumper; no deductible. 5-year/60,000-mile Powertrain limited warranty. 5-year/unlimited mileage corrosion perforation. 5-year/60,000-mile safety restraint warranty. 24-hour Roadside Assistance

Warranty coverage periods shall commence when the unit is actually put into service as evidenced by owner’s records, rather than commencing upon delivery.

VI. PRICING
Pricing of vehicles ordered under this contract shall be based on a percentage discount from the Manufacturer Suggested Retail Price (MSRP).
Bidders shall indicate on the Bid Form the percentage discount from MSRP offered to the County. The percentage discount shall remain firm for the entire duration of the contract.

For the initial model year (2013), purchases will be made at the County net price (MSRP minus discount) indicated on the bid form.

Purchases of subsequent model year vehicles, if the County decides to extend the contract, will be made at the model year MSRP, as published by Ford, adjusted by the percentage discount provided by the Contractor on its bid form.

The bid price shall include all applicable freight/delivery and preparation charges; extra charges will not be allowed.
2016 ESCAPE
Cust/Flt Name: ARLINGTON

RETAIL

U9G SE 4WD $27,400.00
.105.9" WB
YZ OXFORD WHITE
7 CLOTH BUCKETS
B CHARCOAL BLACK
200A EQUIP GRP
999 2.0L ECOBOOST $1,19500
446 .6-SPD AUTOTRANS
DEST AND DELIV 895.00

TOTAL BASE AND OPTIONS $29,490.00

18.1% DISCOUNT 5,337.69

CONTRACT TOTAL $24,152.31
CONTRACT NO. 708-12

FOURTH YEAR PRICING FORM

<table>
<thead>
<tr>
<th>ITEM DESCRIPTION</th>
<th>MSRP</th>
<th>COUNTY NET PRICE</th>
<th>ESTIMATED QUANTITY</th>
<th>TOTAL PRICE</th>
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<tbody>
<tr>
<td>2016 MODEL YEAR FORD ESCAPE SE 4WD</td>
<td>29,490.00</td>
<td>$24,152.31</td>
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<td>$144,913.86</td>
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VENDOR NAME: SHEEHY FORD OF RICHMOND, INC.

AUTHORIZED SIGNATURE: ________________________________

NAME AND TITLE: Leah Arnold

VENDOR EMAIL: leahlarnold@sheehy.com

DATE: May 13, 2015