



**STATE OF IOWA  
MASTER AGREEMENT**

Contract Declaration and Execution

**MA 005**

**22078**

**EFFECTIVE BEGIN DATE:** 10-15-2021  
**EXPIRATION DATE:** 10-14-2023  
**PAGE:** 1 of 8

**VENDOR:**

**Charles Gabus Ford**

**00002110093**

**4545 Merle Hay Rd  
Des Moines, IA 50310**

**VENDOR CONTACT:**

Greg Gioffredi

**PHONE:** 515-270-5573

**EMAIL:** ggioffredi@charlesgabus.com

**ISSUER:**

David Kuldig

**PHONE:** 515-745-2796

**EMAIL:** david.kuldig@iowa.gov

**EXT:**

**FOB:** FOB Dest, Freight Prepaid

**Contract For:** 2023 Model Year Sedan, HEV, PHEV

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Service - Central Procurement.

Attachment 1: Competitive Solicitation RFB0222005004.

Attachment 2: Contractor's Bid response for RFB0222005004.

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation RFB0222005004..

Attachment 4: Vehicle Specifications Terms and Conditions

**RENEWAL OPTIONS**

**AUTHORIZED DEPARTMENT**

ALL

SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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1	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**Group A 1.1 - Compact Sedan FWD (DAS)**

Compact Sedan FWD (DAS)  
 Toyota Corolla

Make: Toyota  
 Model: Corolla  
 Exact Model Code: XLE  
 Trim Pkg: 1856  
 Exact Trim: 1856  
 Engine Code: N/A

2023 MY price is \$26,700.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

2	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**Group A 1.2 - Compact Sedan FWD (University of Iowa)**

Compact Sedan FWD (U of I)  
 Toyota Corolla

Make: Toyota  
 Model: Corolla  
 Exact Model Code: XLE  
 Trim Pkg: 1856  
 Exact Trim: 1856  
 Engine Code: N/A

2023 MY price is \$27,300.00 including delivery to the University of Iowa.

Price will vary due to additional and deletions of options

3	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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**Group A 1.3 - Compact Sedan FWD (Iowa State)**

Compact Sedan FWD (Iowa State)  
 Toyota Corolla

Make: Toyota  
 Model: Corolla  
 Exact Model Code: XLE  
 Trim Pkg: 1856  
 Exact Trim: 1856  
 Engine Code: N/A

2023 MY price is \$27,300.00 including delivery to Iowa State University.

Price will vary due to additional and deletions of options

4	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**

**Group B 2.1 - Mid-Size 4 Door FWD (DAS)**

Mid-Size 4 Door FWD Sedan (DAS)

Toyota Camry

Make: Toyota  
 Model: Camry  
 Exact Model Code: XLE  
 Trim Pkg: 2540  
 Exact Trim: 2540  
 Engine Code: N/A

2023 MY price is \$30,840.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

5	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**

**Group B 2.2 - Mid-Size 4 Door FWD (Iowa State)**

Mid-Size 4 Door FWD Sedan (Iowa State University)

Toyota Camry



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Make: Toyota  
 Model: Camry  
 Exact Model Code: XLE  
 Trim Pkg: 2540  
 Exact Trim: 2540  
 Engine Code: N/A

2023 MY price is \$31,540.00 including delivery to Iowa State University.

Price will vary due to additional and deletions of options

6	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**Group B 2.3 - Mid-Size 4 Door FWD (U of I)**

Mid-Size 4 Door FWD Sedan (University of Iowa)

Toyota Camry

Make: Toyota  
 Model: Camry  
 Exact Model Code: XLE  
 Trim Pkg: 2540  
 Exact Trim: 2540  
 Engine Code: N/A

2023 MY price is \$31,540.00 including delivery to University of Iowa.

Price will vary due to additional and deletions of options

7	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**DO NOT USE**

DO NOT USE

8	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**Group D 4.1 - Specialty Subcompact/Compact**



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Specialty Subcompact/Compact

Ford Mustang

Make: Ford  
 Model: Mustang  
 Exact Model Code: GT  
 Trim Pkg: 301A  
 Exact Trim: 301A  
 Engine Code: 99F  
 Transmission Code: 44U

2023 MY price is \$56,975.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

9	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**

**Group H 8.1 - HEV Mid-Size 4 Door FWD (DAS)**

HEV Mid-Size 4 Door FWD (DAS)

Toyota Camry

Make: Toyota  
 Model: Camry  
 Exact Model Code: HYBRID  
 Trim Pkg: LE  
 Exact Trim: 2559  
 Engine Code: N/A

2023 MY price is \$28,080.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

10	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**

**Group H 8.2 - HEV Mid-Size 4 Door FWD (Iowa State)**



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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HEV Mid-Size 4 Door FWD (Iowa State)

Toyota Camry

Make: Toyota  
 Model: Camry  
 Exact Model Code: HYBRID  
 Trim Pkg: LE  
 Exact Trim: 2559  
 Engine Code: N/A

2023 MY price is \$28,780.00 including delivery to Iowa State University.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

11	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**  
**DO NOT USE**  
 DO NOT USE

12	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**  
**Group K 11.1 - PHEV Mini-Van 4 Door FWD**

PHEV Mini-Van 4 Door FWD  
 (Hybrid Plug-In)

Toyota Sienna

Make: Toyota  
 Model: Sienna  
 Exact Model Code: HYBRID  
 Trim Pkg: LE  
 Exact Trim: 5402  
 Engine Code: N/A

2023 MY price is \$37,235.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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13	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**  
**Group G 7.1 Compact (HEV) Hybrid Electric Vehicle (DAS)**

Compact (HEV) Hybrid Electric Vehicle (DAS)

Toyota Corolla

Make: Toyota  
 Model: Corrola  
 Exact Model Code: HYBRID  
 Trim Pkg: LE  
 Exact Trim: 1882  
 Engine Code: N/A

2023 MY price is \$22,800.00 including delivery to DAS Fleet Services in Des Moines, IA.

Cost to deliver a vehicle is \$5.00 per mile (one way) anywhere in Iowa.

Price will vary due to additional and deletions of options

14	0.00000	EA	071	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVs, VANS; ALL FUEL TYPES**  
**Group G 7.2 Compact (HEV) Hybrid Electric Vehicle (ISU)**

Compact (HEV) Hybrid Electric Vehicle (Iowa State University)

Toyota Corolla

Make: Toyota  
 Model: Corrola  
 Exact Model Code: HYBRID  
 Trim Pkg: LE  
 Exact Trim: 1882  
 Engine Code: N/A

2023 MY price is \$23,500.00 including delivery to Iowa State University.

Price will vary due to additional and deletions of options



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**TERMS AND CONDITIONS**

**Goods Effective 1 May 16**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

**THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.**

<b>CONTRACTOR</b>		<b>STATE OF IOWA</b>	
<b>CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.</b> Charles Gabus Motors DBA Toyota Of DesMoines		<b>AGENCY NAME</b> Central Procurement and Fleet Services Enterprise	
<b>BY (Authorized Signature)</b> <i>Gregory Gioffredi</i> <small>Gregory Gioffredi (Sep 19, 2022 13:49 CDT)</small>	<b>Date Signed</b> Sep 19, 2022	<b>BY (Authorized Signature)</b> <i>DK</i> <small>David Kundid (Sep 19, 2022 13:50 CDT)</small>	<b>Date Signed</b> Sep 19, 2022
<b>Printed Name and Title of Person Signing</b> Gregory Gioffredi		<b>Printed Name and Title of Person Signing</b> David Kundid – Purchasing Agent III	
<b>Address</b> 4515 Merle Hay Rd DesMoines Iowa 50310		<b>Address</b> Iowa Department of Administrative Services Hoover State Office Building, Level 3 1305 East Walnut Street Des Moines, IA 50319	

# MA 22078 - Unsigned 9.19.22

Final Audit Report

2022-09-19

Created:	2022-09-19
By:	David Kuldig (david.kuldig@iowa.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAqKwQrJhfuaXV_1fJl_MFK5a-xWqtEp7n

## "MA 22078 - Unsigned 9.19.22" History

-  Document created by David Kuldig (david.kuldig@iowa.gov)  
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-  Document emailed to ggioffredi@charlesgabus.com for signature  
2022-09-19 - 6:35:11 PM GMT
-  Email viewed by ggioffredi@charlesgabus.com  
2022-09-19 - 6:36:21 PM GMT- IP address: 140.82.187.228
-  Signer ggioffredi@charlesgabus.com entered name at signing as Gregory Gioffredi  
2022-09-19 - 6:49:06 PM GMT- IP address: 104.193.30.26
-  Document e-signed by Gregory Gioffredi (ggioffredi@charlesgabus.com)  
Signature Date: 2022-09-19 - 6:49:07 PM GMT - Time Source: server- IP address: 104.193.30.26
-  Document emailed to David Kuldig (david.kuldig@iowa.gov) for signature  
2022-09-19 - 6:49:09 PM GMT
-  Email viewed by David Kuldig (david.kuldig@iowa.gov)  
2022-09-19 - 6:50:06 PM GMT- IP address: 66.102.6.60
-  Document e-signed by David Kuldig (david.kuldig@iowa.gov)  
Signature Date: 2022-09-19 - 6:50:14 PM GMT - Time Source: server- IP address: 165.206.169.150
-  Agreement completed.  
2022-09-19 - 6:50:14 PM GMT