



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

MA 005

17168

EFFECTIVE BEGIN DATE: 10-28-2016
EXPIRATION DATE: 10-27-2017
PAGE: 1 of 5

VENDOR:

ED STIVERS FORD
 Stivers Ford

 1450 E Hickman Rd
 WAUKEE, IA 50263-8310

VENDOR CONTACT:
 Ron Reese
PHONE: 515-987-3697
EMAIL: ronreese@stiversonline.com

ISSUER:
 Nancy Wheelock
PHONE: 515-725-2268
EMAIL: Nancy.Wheelock@iowa.gov

FOB: FOB Dest, Freight Prepaid

Contract For: 2017 Sedan Vehicles - Stivers Ford

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 RFB1116005151.

Attachment 2: Contractor's Response to Competitive Solicitation RFB1116005151 (except for any contractor objection or amendment to the Competitive Solicitation Document requirements that the State has not explicitly agreed to in writing)

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation document RFB1116005151.

Attachment 4: Special Terms

See Vehicle Specifications Terms and Conditions attachment. See Section 4.9 for information on purchases by political subdivisions in surrounding states.

Sales Contact Information
 Ron Reese
 515-987-3697
 rreese@stiversfordia.com

RENEWAL OPTIONS

FROM 10-28-2017 **TO** 10-27-2018

AUTHORIZED DEPARTMENT

ALL
 SUB Other Governmental Entities

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.)		AGENCY NAME	
BY (Authorized Signature)	Date Signed	BY (Authorized Signature)	Date Signed
Printed Name and Title of Person Signing		Printed Name and Title of Person Signing	
Address		Address	



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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	07104	\$ 0.000000
				\$ 0.000000

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

Automobiles and Station Wagons (See 071-80 for SUV Types)
A 1.1 Compact Sedans - DAS

Ford Focus FWD per DAS specifications.

Make: Ford
 Model Name: Focus
 Model Code: P3F
 Trim: SE
 Exact Trim: 200A
 Engine: 992
 Transmission: 44W

Bid Price is: \$14,738.00 delivered to DAS Fleet Services in Des Moines, IA.

Price for vehicles not delivered to DAS is \$14,738.00 plus any additional cost per mile delivery charges.

The deliver cost is limited to a fee of \$3.00 per mile (one way) anywhere else in Iowa.

Price may vary depending on the options selected for a vehicle.

2	0.00000	EA	07104	\$ 0.000000
				\$ 0.000000

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

Automobiles and Station Wagons (See 071-80 for SUV Types)
A 1.2 Compact Sedans - UI

Ford Focus FWD per UI specifications.

Make: Ford
 Model Name: Focus
 Model Code: P3F
 Trim: SE
 Exact Trim: 200A
 Engine: 992
 Transmission: 44W

Bid Price is: \$15,022.00 delivered to UI in Iowa City, IA.

Price for vehicles not delivered to UI is \$14,947.00 plus any additional cost per mile delivery charges.

The deliver cost is limited to a fee of \$3.00 per mile (one way) anywhere else in Iowa.

Price may vary depending on the options selected for a vehicle.



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3	0.00000	EA	07104	\$ 0.000000
				\$ 0.000000

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

Automobiles and Station Wagons (See 071-80 for SUV Types)
A 1.3 Compact Sedans - DOT

Ford Focus FWD per DOT specifications.

Make: Ford
 Model Name: Focus
 Model Code: P3F
 Trim: SE
 Exact Trim: 200A
 Engine: 992
 Transmission: 44W

Bid Price is: \$14,695.00 delivered to DOT in Ames, IA.

Price for vehicles not delivered to DOT is \$14,665.00 plus any additional cost per mile delivery charges.

The deliver cost is limited to a fee of \$3.00 per mile (one way) anywhere else in Iowa.

Price may vary depending on the options selected for a vehicle.

4	0.00000	EA	07104	\$ 0.000000
				\$ 0.000000

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

Automobiles and Station Wagons (See 071-80 for SUV Types)
F 6.1 Full Size Specialty Sedans - DAS

Ford Taurus per DAS specifications.

Make: Ford
 Model Name: Taurus
 Model Code: P2D
 Trim: SE
 Exact Trim: 100A
 Engine: 998
 Transmission: 44J

Bid Price is: \$20,162.00 delivered to DAS Fleet Services located in Des Moines, IA.

Price for vehicles not delivered to DAS is \$20,162.00 plus any additional cost per mile delivery charges.

The deliver cost is limited to a fee of \$3.00 per mile (one way) anywhere else in Iowa.

Price may vary depending on the options selected for a vehicle.



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5	0.00000	EA	07104	\$ 0.000000
				\$ 0.000000

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

Automobiles and Station Wagons (See 071-80 for SUV Types)
H 8.3 Mid Size Hybrid Sedans - UI

Ford Fusion Hybrid per UI specifications.

Make: Ford
 Model Name: Fusion
 Model Code: P0U
 Trim: S
 Exact Trim: 500A
 Engine: 99U
 Transmission: 44J

Bid Price is: \$22,991.00 delivered to UI located in Iowa City, IA.

Price for vehicles not delivered to UI is \$22,991.00 plus any additional cost per mile delivery charges.

The deliver cost is limited to a fee of \$3.00 per mile (one way) anywhere else in Iowa.

Price may vary depending on the options selected for a vehicle.



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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>

Group A - Compact Four Door FWD Sedan with Automatic Transmission

APPROVED MAKES: CHEVY CRUZE, FORD FOCUS, DODGE DART, HONDA CIVIC, NISSAN SENTRA

DEALER NAME: **STIVERS FORD**

BASE VEHICLE SPECIFICATIONS			
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	
Engine	4 cylinder base engine; E85 FFV engine if available in 4 cylinder - include all required options and other pertinent information. E85 FFV Engine? YES	Cylinders:4	Liters:2.0 HP: 160 Torque:146
Doors & Windows			
Doors	Power locks with remote keyless entry	STD	
Key Sets	2 key sets total (key with fob)	STD	
Rear Window	Defroster	STD	
Windows	Power, all four windows	SE PACKAGE	
Wipers	Intermittent Wipers	STD	
Electrical			
Power Point	Located in Driver Area	STD	
Exterior			
Mirrors	Power adjustable	STD	
Floor			
Floor Covering	Full floor carpet covering. OEM floor mats front and rear.	STD	
Interior			
Air Conditioning	With all required options	STD	
Bluetooth	Dealer installed when factory installed is not available.	STD	Factory installed?YES
Radio	Radio, Electronic AM/FM/Stereo; delete satellite radio if not needed for Bluetooth.	AMFM CD	
Seating	Front Bucket Seats; all cloth upholstery	STD	
Steering	Tilt column with cruise control	200A	
Trim Package	Interior trim package w/insulating headliner, full door panels, dome lamp.	STD	
Safety			
Air Bags	Standard	STD	
Brakes	Power 4 Wheel Disk, Anti-lock	DISC FRONT/DRUM REAR	
Daytime Running Lights		942	
Tires & Wheels			
Spare	If available, must provide	Is spare tire available?: STD	Full size?: NO
FRONT WHEEL DRIVE BASE VEHICLE PRICE CONFIGURED AS PER ABOVE:			\$14,665.00 NOT FINAL BID PRICE

ADDITIONAL OPTIONS			
Instructions: Bidder should enter the additional cost for the options listed below. If "Deduct Cost" is noted for an option, it is indicating the deletion of an option in the base vehicle specifications and Bidder should enter the amount deducted for the deletion of the option from the base vehicle.			
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	Cost
E85 Engine Upgrade	E85 Engine in lieu of base engine, if available; include all required options and other pertinent information.	Cylinders:4 Liters:2.0 HP: 160 Torque:146	STD
Engine Block Heater		41H	\$33.00
Doors & Windows			
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DLR	\$242.00
Keys, Working	2 working keys without fobs	DLR	\$88.00
Windows	Glass, tinted; Factory preferred but dealer installed acceptable	STD SOLAR	\$0.00
Interior			
Bluetooth	DELETE	NA it is STD	DEDUCT COST: \$0.00
Driver Seat	Power with adjustable lumbar support	NA	\$0.00
Steering Column	Tilt/Telescope Steering Column	STD	\$0.00
Upholstery	Treated to resist stains	DLR	\$40.00
Safety			
Rear View Camera	Factory installed	STD	\$0.00
Reverse Sensing System	Factory preferred but dealer installed acceptable	DLR	Dealer installed? YES \$375.00
OTHER			
Options not listed above	Discount percentage off MSRP for options \$1500 or less as specified in the Vehicle Specifications Terms and Conditions document attached to the bid. Engine and powertrain options excluded.	Enter Percentage Discount MSRP:	2
DELIVERY			Cost
DELIVERY PRICE PER MILE:	Price per mile to deliver vehicle anywhere in State of Iowa	Per Mile Charge	\$3.00
Delivery FOB	Delivery Cost to Dept of Administrative Services, in Des Moines, IA	Enter miles in whole number: 0	\$0.00
Delivery FOB	Delivery Cost to University of Iowa, Iowa City, IA	Enter miles in whole number: 25	\$75.00
Delivery FOB	Delivery Cost to Department of Transportation, Ames, IA	Enter miles in whole number: 10	\$30.00

STIVERS FORD

Group A 1.1 - DEPARTMENT OF ADMINISTRATIVE SERVICES		Mfg. Code / NA / STD	Option Price
Engine Block Heater	-	41H	\$33.00
Keys, Working	2 working keys without fobs	-DLR-	\$88.00
Upholstery	Treated to resist stains	DLR	\$40.00
THIS IS A MULTIPLE AWARD ITEM			Estimated Quantity
TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)			\$14,826.00
			Make: FORD
			Model Name: FOCUS
			Exact Model Code: P3F
			Trim Pkg. Common Name: SE
			Exact Trim Pkg. Code: 200A
			Engine Code: 992
			Transmission Code: 44W

Final Bid Price
\$14,738.00
 Revised Bid Price minus Keys

Group A 1.2 - UNIVERSITY OF IOWA		Mfg. Code / NA / STD	Option Price
Bluetooth	DELETE	NA it is STD	DEDUCT COST: \$0.00
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DLR	\$242.00
Steering Column	Tilt/Telescope Steering Column	STD	\$0.00
Upholstery	Treated to resist stains	DLR	\$40.00
			Estimated Quantity
TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)			\$15,022.00
			Make: FORD
			Model Name: FOCUS
			Exact Model Code: P3F
			Trim Pkg. Common Name: SE
			Exact Trim Pkg. Code: 200A
			Engine Code: 992
			Transmission Code: 44W

Final Bid Price

Group A 1.3 - DEPARTMENT OF TRANSPORTATION		Mfg. Code / NA / STD	Option Price
E85 Engine Upgrade	E85 Engine in lieu of base engine, if available; include all required options and other pertinent information.	Cylinders:4 Liters:2.0 HP: 160 Torque:146	STD
Keys, Working	2 working keys without fobs	-DLR-	\$88.00
			Estimated Quantity
TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)			\$14,793.00
			Make: FORD
			Model Name: FOCUS
			Exact Model Code: P3F
			Trim Pkg. Common Name: SE
			Exact Trim Pkg. Code: 200A
			Engine Code: 992
			Transmission Code: 44W

Final Bid Price
\$14,695.00
 Revised Bid Price minus Keys

**Group F - FULL-SIZE SPECIALITY SEDANS with Automatic Transmission
FOUR (4) DOOR SPECIALTY SEDANS OR WAGONS**

APPROVED MAKES: BUICK LUCERNE, DODGE CHARGER R/T, TAURUS SE, CHEVROLET IMPALA

Make:	FORD
Model Name:	TARUS
Exact Model Code:	P2D
Trim Pkg. Common Name:	SE
Exact Trim Pkg. Code:	100A
Engine Code:	998
Transmission Code:	44J

DEALER NAME: **STIVERS FORD**

BASE VEHICLE SPECIFICATIONS			
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	
Engine	V8 or V6; highest performance engine / drivetrain package available (no supercharge or turbo package)	Cylinders:	Liters: HP: Torque:
Doors & Windows			
Doors	Power locks with remote keyless entry.	STD	
Key Sets	2 key sets total (key with fob)	STD	
Rear Window	Defroster	STD	
Windows	Power, all four windows	STD	
Wipers	Intermittent Wipers	STD	
Electrical			
Power Point	Located in Driver Area	STD	
Exterior			
Mirrors	Power adjustable	STD	
Floor			
Floor Covering	Full floor carpet covering. OEM floor mats front and back.	STD	
Interior			
Air Conditioning	With all required options	STD	
Bluetooth	Dealer installed when factory installed is not available.	STD	Factory installed?YES
Radio	Radio, Electronic AM/FM/Stereo; delete satellite radio if not needed for Bluetooth.	STD	
Steering	Tilt column with cruise control	STD	
Trim Package	Interior trim package w/insulating headliner, full door panels, dome lamp; bucket seats, cloth upholstery	STD	
Safety			
Air Bags	Standard	STD	
Brakes	Power 4 Wheel Anti-lock	STD	
Daytime Running Lights		942	
Suspension			
Suspension Package	Performance Suspension package, if available must provide	NA	
Tires & Wheels			
Spare	If available must provide	Is spare tire available?:	YES Is spare tire full size?: NO
Wheels	Alloy wheels, if available must provide	STD	
		BASE VEHICLE PRICE CONFIGURED AS PER ABOVE:	
		\$20,162.00	
THIS IS A MULTIPLE AWARD ITEM		Delivery Cost to Department of Administrative Services, Des Moines	
		\$0.00	
GROUP F 6.1	TOTAL VEHICLE PRICE INCLUDING BASE COST AND DELIVERY:		\$20,162.00 Final Bid Price

ADDITIONAL OPTIONS			
Instructions: Bidder should enter the additional cost for the options listed below. If "Deduct Cost" is noted for an option, it is indicating the deletion of an option in the base vehicle specifications and Bidder should enter the amount deducted for the deletion of the option from the base vehicle.			
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	Cost
Engine Block Heater		41H	
Drivetrain			
All Wheel Drive	Upgrade, if available	P2H SEL AWD	\$5,100.00
Doors & Windows			
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DLR	\$170.00
Keys, Working	2 working keys without fobs	DLR	\$30.00
Windows	Glass, privacy behind pillar B	DLR	\$250.00
Interior			
Driver Seat	Power with adjustable lumbar support	STD	\$0.00
Navigation System		NA	
Steering Column	Tilt/Telescope Steering Column	STD	\$0.00
Trim Package Upgrade #1	Upgraded comfort interior/exterior trim package.	NA	
Trim Package Upgrade #2	Upgraded comfort interior/exterior trim package.	NA	
Upholstery	Treated to resist stains	DLR	\$40.00
Safety			
Blind Spot Monitor		NA	NA
Park Assist		NA	NA
Rear View Camera		STD	\$0.00
Remote Start	Factory preferred but dealer installed acceptable	DLR	Dealer installed?YES \$350.00
Reverse Sensing System	Factory preferred but dealer installed acceptable	DLR	Dealer installed? YES \$375.00
OTHER			
Options not listed above	Discount percentage off MSRP for options \$1500 or less as specified in the Vehicle Specifications Terms and Conditions document attached to the bid. Engine and powertrain options excluded.	Enter Percentage Discount MSRP:	2
DELIVERY			
			Cost
DELIVERY PRICE PER MILE:	Price per mile to deliver vehicle anywhere in State of Iowa	Per Mile Charge	\$3.00
Delivery FOB	Delivery Cost to Department of Administrative Services, in Des Moines, IA	Enter miles in whole number:	\$0.00

**Group H - HYBRID MID-SIZE 4 DOOR FWD FULL HYBRID - CVT or Automatic Transmission
FRONT WHEEL DRIVE FULL HYBRID TECHNOLOGY SEDAN (NON-PLUG-IN)**

APPROVED MAKES: FORD FUSION HYBRID or HONDA ACCORD HYBRID

DEALER NAME: **STIVERS FORD**

BASE VEHICLE SPECIFICATIONS		
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available
Engine	Gas/electric hybrid powerplant.	Specify: _2_ liter gas engine + ___ electric motor.
Doors & Windows		
Doors	Power locks with remote keyless entry.	STD
Key Sets	2 key sets total (key with fob)	STD
Rear Window	Defroster	STD
Windows	Power, all four windows	STD
Wipers	Intermittent Wipers	STD
Electrical		
Power Point	Located in Driver Area	STD
Floor		
Floor Covering	Full floor carpet covering. OEM floor mats front and back;	STD
Interior		
Air Conditioning	With all required options	STD
Bluetooth	Dealer installed when factory installed is not available.	STD Factory installed? YES
Radio	Radio, Electronic AM/FM/Stereo; delete satellite radio if not needed for Bluetooth.	STD AMDM CD
Seating	Minimum 4-way adjustable drivers seat; cloth upholstery	STD
Steering	Tilt column with cruise control	STD
Trim Package	Interior trim package w/insulating headliner, full door panels, dome lamp.	DE
Safety		
Air Bags	Standard	STD
Brakes	Power 4 Wheel Disk, Anti-lock	STD
Daytime Running Lights		942
Tires & Wheels		
Spare	If available must provide	Is spare tire available?: NO- INFLATOR KIT Full size?: NA
BASE VEHICLE PRICE CONFIGURED AS PER ABOVE:		\$22,561.00 NOT FINAL BID PRICE

ADDITIONAL OPTIONS			
Instructions: Bidder should enter the additional cost for the options listed below. If "Deduct Cost" is noted for an option, it is indicating the deletion of an option in the base vehicle specifications and Bidder should enter the amount deducted for the deletion of the option from the base vehicle.			
Engine	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	Cost
Engine Block Heater		41H	\$86.00
Doors & Windows			
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DLR	\$390.00
Keys, Working	2 working keys without fobs	DLR W/ FOBS	\$390.00
Windows	Glass, tinted;	STD	\$0.00
Exterior			
Mirrors	Heated, Power adjustable	POL SE TRIM	\$650.00
Interior			
Bluetooth	Delete	DEDUCT COST:	\$0.00
Floor Mats	All-weather rubber mats	55M	\$120.00
Seat	Power Driver's Seat	POL-SE TRIM	\$650.00
Steering Column	Tilt/Telescope Steering Column	STD	\$0.00
Upholstery	Treated to resist stains	DLR	\$40.00
Safety			
Rear View Camera		STD	\$0.00
Reverse Sensing System	Factory preferred but dealer installed acceptable	43P-ONLY AVAILABLE ON SE Dealer installed?	\$295.00
OTHER			
Options not listed above	Discount percentage off MSRP for options \$1500 or less as specified in the Vehicle Specifications Terms and Conditions document attached to the bid. Engine and powertrain options excluded.	Enter Percentage Discount MSRP:	2
DELIVERY			Cost
DELIVERY PRICE PER MILE:	Price per mile to deliver vehicle anywhere in State of Iowa	Per Mile Charge	\$3.00
Delivery FOB	Delivery Cost to Department of Administrative Services, in Des Moines, IA	Enter miles in whole number:	\$0.00
Delivery FOB	Delivery Cost to Iowa State University, Ames, IA	Enter miles in whole number:	\$0.00
Delivery FOB	Delivery Cost to University of Northern Iowa, Cedar Falls, IA	Enter miles in whole number:	\$0.00
Delivery FOB	Delivery Cost to University of Iowa, Iowa City, IA	Enter miles in whole number:	\$0.00

Group H 8.3 - UNIVERSITY OF IOWA		Mfg. Code / NA / STD	Option Price
Bluetooth	Delete	DEDUCT COST:	\$0.00
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DLR	\$390.00
Upholstery	Treated to resist stains	DLR	\$40.00
TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)			\$22,991.00 Final Bid Price

Make:	FORD
Model Name:	FUSION
Exact Model Code:	POU
Trim Pkg. Common Name:	S
Exact Trim Pkg. Code:	500A
Engine Code:	99U
Transmission Code:	44J