



**STATE OF IOWA  
MASTER AGREEMENT**

Contract Declaration and Execution

**MA 005**

**18129**

**EFFECTIVE BEGIN DATE:** 11-01-2017  
**EXPIRATION DATE:** 10-31-2019  
**PAGE:** 1 of 7

**VENDOR:**

**GL Ankeny Ford LLC  
Dewey Ford**

**3055 SE DELAWARE AVE  
ANKENY, IA 50021-9826**

**VENDOR CONTACT:**

Harry Bougher  
**PHONE:** 515-251-5354  
**EMAIL:** harryb@deweyford.com

**ISSUER:**

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

**EXT:**

**FOB:** FOB Dest, Freight Prepaid

**Contract For:** 2019 Model Year Sedan and HEV Vehicles

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 RFB1118005002.

Attachment 2: Contractor's Response to Competitive Solicitation RFB1118005002 (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 RFB1118005002.

Attachment 4: Special Terms:  
See Vehicle Specifications Terms and Conditions document.

Sales Contact Information:  
Harry Bougher  
515-251-5354  
harryb@deweyford.com

**RENEWAL OPTIONS**

**AUTHORIZED DEPARTMENT**

- ALL
- SUB Other Governmental Entities



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**MA 005**

**18129**

EFFECTIVE BEGIN DATE: 11-01-2017  
 EXPIRATION DATE: 10-31-2019  
 PAGE: 2 of 7

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)  
 DO NOT USE THIS LINE

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)  
 DO NOT USE THIS LINE

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)  
 DO NOT USE THIS LINE

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)  
 DO NOT USE THIS LINE

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)  
 B 2.1 Mid Size 5 Passenger Sedan - DAS

Ford Fusion FWD per DAS Specifications.

Make: Ford  
 Model: Fusion



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**MASTER AGREEMENT**  
 Contract Declaration and Execution

**MA 005**

**18129**

EFFECTIVE BEGIN DATE: 11-01-2017

EXPIRATION DATE: 10-31-2019

PAGE: 3 of 7

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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Body Code: P0G  
 Trim: S  
 Trim Code:100A  
 Engine: 997  
 Trans: 44W

2019 model year pricing is: \$16,985.55 delivered to DAS Fleet Services in Des Moines, IA.

Price for vehicles not delivered to DAS is \$16,985.55 plus any additional cost per mile delivery charges.

The delivery cost is limited to a fee of \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.

6	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)**

**B 2.3 Mid Size 5 Passenger Sedan - U of I**

Ford Fusion FWD per University of Iowa specifications.

Make: Ford  
 Model: Fusion  
 Body Code: P0H  
 Trim: SE  
 Trim Code:202A  
 Engine: 997  
 Trans: 44W

2019 model year pricing is \$27,806.46 delivered to University of Iowa in Iowa City, IA.

Price for vehicles not delivered to University of Iowa is \$27,806.46 plus any additional cost per mile delivery charges.

The delivery cost is limited to a fee of \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.

7	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)**

**DO NOT USE THIS LINE**



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**MASTER AGREEMENT**  
 Contract Declaration and Execution

**MA 005**

**18129**

EFFECTIVE BEGIN DATE: 11-01-2017

EXPIRATION DATE: 10-31-2019

PAGE: 4 of 7

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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8	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)

DO NOT USE THIS LINE

DO NOT USE THIS LINE

9	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 8.1 Mid-Size Hybrid Sedan (HEV) - DAS

Ford Fusion Hybrid Midsize Sedan (HEV) per DAS Specifications.

Make: Ford  
 Model: Fusion  
 Body Code:P0L  
 Trim: Hybrid SE  
 Trim Code: 600A  
 Engine: 99U  
 Trans: 44J

2019 model year pricing is \$23,980.46 delivered to DAS Fleet Services located in Des Moines, IA.

Price for vehicles not delivered to DAS is \$23,980.46 plus any additional cost per mile delivery charges.

For vehicles not delivered to DAS, there is an additional delivery charge of \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.

10	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 8.2 Mid-Size Hybrid Sedan (HEV) - ISU

Ford Fusion Hybrid Sedan (HEV) per ISU Specifications.

Make: Ford  
 Model: Fusion  
 Body Code:P0L



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**MASTER AGREEMENT**  
 Contract Declaration and Execution

**MA 005**

**18129**

EFFECTIVE BEGIN DATE: 11-01-2017  
 EXPIRATION DATE: 10-31-2019  
 PAGE: 5 of 7

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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Trim: Hybrid SE  
 Trim Code:602A  
 Engine: 99U  
 Trans: 44J

2019 model year pricing is \$31,121.45 delivered to ISU located in Ames, IA.

Price for vehicles not delivered to DAS is \$31,121.45 plus any additional cost per mile delivery charges.

The delivery cost is \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.

11	0.00000	EA	07104	\$ 0.000000 \$ 0.000000
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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 Sedan (HEV) - U of I**

Ford Fusion Hybrid Sedan (HEV) per University of Iowa specifications.

Make: Ford  
 Model: Fusion  
 Body Code: P0L  
 Trim: Hybrid SE  
 Trim Code: 602A  
 Engine: 99U  
 Trans: 44J

2019 model year pricing is \$31,121.45 delivered to University of Iowa located in Iowa City, IA.

Price for vehicles not delivered to University of Iowa is \$31,121.45 plus any additional cost per mile delivery charges.

The delivery cost is limited to a fee of \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.

12	0.00000	EA	07104	\$ 0.000000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Automobiles and Station Wagons (See 071-80 for SUV Types)**  
**H 8.4 Mid-Size Hybrid Sedan (HEV) - UNI**

Ford Fusion Hybrid Midsize Sedan (HEV) per UNI Specifications.



STATE OF IOWA  
MASTER AGREEMENT

MA 005

18129

Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 11-01-2017

EXPIRATION DATE: 10-31-2019

PAGE: 6 of 7

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
----------	--------------------------	------	-------------------------	------------------------------

Make: Ford  
 Model: Fusion  
 Body Code:P0L  
 Trim: Hybrid SE  
 Trim Code: 600A  
 Engine: 99U  
 Trans: 44J

2019 model year pricing is: \$23,896.00 delivered to UNI located in Cedar Falls, IA.

Price for vehicles not delivered to UNI is \$23,896.00 plus any additional cost per mile delivery charges.

The delivery cost is limited to a fee of \$1.36 per mile (one way) anywhere else in Iowa.

The price will vary depending on the options selected for each vehicle.



**STATE OF IOWA**  
**MASTER AGREEMENT**  
 Contract Declaration and Execution

MA 005

18129

EFFECTIVE BEGIN DATE: 11-01-2017  
 EXPIRATION DATE: 10-31-2019  
 PAGE: 7 of 7

**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.**

CONTRACTOR	STATE OF IOWA
<b>CONTRACTOR'S NAME</b> (If other than an individual, state whether a corp, partnership, etc.) <i>ANKONG FORD D/A DOWNEY FORD</i>	<b>AGENCY NAME</b> DAS Central Procurement Bureau
<b>BY (Authorized Signature)</b> <b>Date Signed</b> <i>[Signature]</i> <i>3/11/19</i>	<b>BY (Authorized Signature)</b> <b>Date Signed</b> <i>[Signature]</i> 3/11/2019
<b>Printed Name and Title of Person Signing</b> <i>HARRY BOUGHTON FLOOT DIRECTOR</i>	<b>Printed Name and Title of Person Signing</b> Nancy Wheelock, Purchasing Agent
<b>Address</b> <i>3055 DOLAN AVE ANKONG IA</i>	<b>Address</b> 1305 E. Walnut Street, Hoover Bldg., Floor 3 Des Moines, IA 50319





DEWEY FORD

Group B 2.1 - DEPARTMENT OF ADMINISTRATIVE SERVICES		Mfg. Code / NA / STD	Option Price
Engine Block Heater	-	41H	\$82.00
Keys, Working	2 working keys (opens the doors) without fobs	-	\$200.00
Upholstery	Treated to resist stains	-	STANDARD
<b>THIS IS A MULTIPLE AWARD ITEM</b>			Estimated Quantity: 1
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$16,539.00</b>

2019 Pricing  
\$16,985.55  
FINAL BID PRICE

Make:	FORD
Model Name:	FUSION
Exact Model Code:	POG
Trim Pkg. Common Name:	STANDARD
Exact Trim Pkg. Code:	100A
Engine Code:	997
Transmission Code:	44W

Group B 2.3 - UNIVERSITY OF IOWA		Mfg. Code / NA / STD	Option Price
Automatic Emergency Braking	Detects impending forward crash and assists in braking to prevent a crash	-	\$8,300.00
Bluetooth	DELETE	DEDUCT COST:	N/A
Driver Seat	Power with adjustable lumbar support	MODEL SE 200A	\$1,498.46
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	-	\$200.00
Rear Cross Traffic Alert	Detects vehicles approaching from the left or right of the vehicle when reverse is selected.	90B HAVE TO HAVE SE MODEL	\$1,015.00
Reverse Sensing System	Obstacle Detection System when reverse is selected	14K	\$536.00
Upholstery	Treated to resist stains	-	STANDARD
<b>THIS IS A MULTIPLE AWARD ITEM</b>			Estimated Quantity: 3
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$27,806.46</b>

Pricing remains  
the same for  
2019  
FINAL BID PRICE

Make:	FORD
Model Name:	FUSION
Exact Model Code:	POH
Trim Pkg. Common Name:	SE
Exact Trim Pkg. Code:	202A
Engine Code:	997
Transmission Code:	44W

**Group H - MID-SIZE ELECTRIC VEHICLE 4 DOOR FWD**

**FRONT WHEEL DRIVE HYBRID ELECTRIC TECHNOLOGY SEDAN (NON-PLUG-IN)**

APPROVED HEV MAKES: Ford Fusion, Honda Accord, Hyundai Sonata, Kia Optima

DEALER NAME: **DEWEY FORD**

BASE VEHICLE SPECIFICATIONS			
Powerplant	Minimum Requirements	Mfg. Codes / STD for standard / NA for not available	
Electric	4 cylinder gas engine plus and electric hybrid powerplant <b>Type of Electric Motor: IVCT ATKINSON</b>	Gas Engine: Cyl.: 4 Liters:2.0 HP: 141 Torque:129 Electric Motor HP: 118	
Lithium-Ion Battery or Other Type	<b>Type of Battery (Standard): LITHIUM ION</b> <b>Battery Warranty Length:8 YEARS 100,000 MILES</b>	Battery System Cap. kWh: 44 On-Board Charger kW: 35 Range in Miles?: ALL ELECTRIC 20 MILES	
Transmission	E-CVT, CVT, EVT or Automatic	Specify type of transmission: CVT	
Doors & Windows			
Doors	Power locks with remote keyless entry.	STANDARD	
Key Sets	2 key sets total (key with fob)	STANDARD	
Rear Window	Defroster	STANDARD	
Windows	Power, all four windows; standard solar tint	STANDARD	
Wipers	Intermittent wipers, front	STANDARD	
Electrical			
Power Point	Located in Driver Area	STANDARD	
Exterior			
Mirrors	Side view, power adjustable	STANDARD	
Floor			
Floor Covering	Full floor carpet covering; OEM floor mats front and rear	STANDARD	
Interior			
Air Conditioning	With all required options	STANDARD	
Bluetooth	Dealer installed when factory installed is not available.	STANDARD	Factory installed?YES
Radio	Radio, Electronic AM/FM/Stereo; delete satellite radio if not needed for Bluetooth.	STANDARD	
Seating	Minimum manual 4-way adjustable drivers seat; cloth upholstery	STANDARD	
Steering	Tilt column with cruise control; telescopic if standard option	STANDARD	
Trim Package	Interior trim package w/insulating headliner, full door panels, dome lamp.	STANDARD	
Safety			
Air Bags	Standard	STANDARD	
Brakes	Power 4 Wheel Disk, Anti-lock (ABS)	STANDARD	
Daytime Running Lights		942	
Rear View Camera		STANDARD	
Tires & Wheels			
Spare	If available must provide	Available?: NO Full Size?:NO	Inflator Kit Only? NO
Tires	All Season Radials	STANDARD	
<b>BASE VEHICLE PRICE CONFIGURED AS PER ABOVE:</b>			<b>\$23,000.00</b> 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	\$82.00
Doors & Windows			
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DEALER	\$200.00
Keys, Working	2 working keys (opens the doors) without fobs	DEALER	\$200.00
Exterior			
Mirrors	Side view, power adjustable and heated	91A	\$450.00
Mirrors	Side view, power adjustable, heated with turn signal indicators		N/A
Interior			
Bluetooth	Delete		DEDUCT COST: N/A
Driver Seat	Power with adjustable lumbar support		STANDARD
Floor Mats	All-weather rubber mats	55M	\$120.00
Seat	Power Driver's Seat		STANDARD
Upholstery	Treated to resist stains		STANDARD
Safety			
Adaptive Cruise Control	Adjusts vehicle speed to adapt to the speed of the vehicle in front.	53B REQUIRES 602A PACKAGE	INC W/AUTO BRAKING
Automatic Emergency Braking	Detects impending forward crash and assists in braking to prevent a crash	53B REQUIRES 602A PACKAGE	\$5,732.00
Blind Spot Detection	Alerts driver to a car in the blind spot	90B	\$1,015.00
Forward Collision Warning	Detects an imminent crash	53B REQUIRES 602A PACKAGE	\$5,732.00
Lane Departure Warning	Warns driver when vehicle is moving out of the lane.	90B	\$1,015.00
Park Assist	Assists driver by guiding the vehicle into a parking spot.	18C REQUIRES 602A PACKAGE	\$3,630.00
Rear Cross Traffic Alert	Detects vehicles approaching from the left or right of the vehicle when reverse is selected.	90B	\$1,015.00
Remote Start	Includes remote; Factory preferred but dealer installed acceptable	55S Dealer installed?NO	\$495.00
Reverse Sensing System	Obstacle Detection System when reverse is selected	43P	\$268.00
OTHER			
Options not listed above	Discount percentage off MSRP for options \$2,000 or less as specified in the Vehicle Specifications Terms and Conditions document attached to the bid. Engine and powertrain options excluded from this discount option.	Enter Percentage Discount MSRP:	1%
DELIVERY			Cost
DELIVERY PRICE PER MILE:	Price per mile to deliver vehicle anywhere in State of Iowa	Per Mile Charge	\$1.36
Delivery FOB	Delivery Cost to Department of Administrative Services, in Des Moines, IA	Enter miles in whole number: 0	\$0.00
Delivery FOB	Delivery Cost to Iowa State University, Ames, IA	Enter miles in whole number: 0	\$0.00
Delivery FOB	Delivery Cost to University of Northern Iowa, Cedar Falls, 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: 0	\$0.00

DEWEY FORD

Group H 8.1 - DEPARTMENT OF ADMINISTRATIVE SERVICES		Mfg. Code / NA / STD	Option Price
Engine Block Heater	-	41H	\$82.00
Keys, Working	2 working keys (opens the doors) without fobs	DEALER	\$200.00
Seat	Power Driver's Seat	-	STANDARD
<b>THIS IS A MULTIPLE AWARD ITEM</b>		Estimated Quantity	1
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$23,282.00</b>
		Make:	FORD
		Model Name:	FUSION
		Exact Model Code:	P0L
		Trim Pkg. Common Name:	SE HYBRID
		Exact Trim Pkg. Code:	600A
		Engine Code:	99U
		Transmission Code:	44J

2019 Pricing  
\$23,980.46  
**FINAL BID PRICE**

Group H 8.2 - IOWA STATE UNIVERSITY		Mfg. Code / NA / STD	Option Price
Adaptive Cruise Control	Adjusts vehicle speed to adapt to the speed of the vehicle in front.	53B REQUIRES 602A PACKAGE	INC W/AUTO BRAKING
Automatic Emergency Braking	Detects impending forward crash and assists in braking to prevent a crash	53B REQUIRES 602A PACKAGE	\$5,732.00
Keys, Working	2 working keys (opens the doors) without fobs	DEALER	\$200.00
Driver Seat	Power with adjustable lumbar support	-	STANDARD
Rear Cross Traffic Alert	Detects vehicles approaching from the left or right of the vehicle when reverse is selected.	90B	\$1,015.00
Reverse Sensing System	Obstacle Detection System when reverse is selected	43P	\$268.00
		Estimated Quantity	2
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$30,215.00</b>
		Make:	FORD
		Model Name:	FUSION
		Exact Model Code:	P0L
		Trim Pkg. Common Name:	SE HYBRID
		Exact Trim Pkg. Code:	602A
		Engine Code:	99U
		Transmission Code:	44J

2019 Pricing  
\$31,121.45  
**FINAL BID PRICE**

Group H 8.3 - UNIVERSITY OF IOWA		Mfg. Code / NA / STD	Option Price
Automatic Emergency Braking	Detects impending forward crash and assists in braking to prevent a crash	53B REQUIRES 602A PACKAGE	\$5,732.00
Bluetooth	Delete		DEDUCT COST: N/A
Driver Seat	Power with adjustable lumbar support	-	STANDARD
Upholstery	Treated to resist stains	-	STANDARD
Key Sets, Additional	2 additional Key sets including fobs; 4 total key sets per vehicle	DEALER	\$200.00
Rear Cross Traffic Alert	Detects vehicles approaching from the left or right of the vehicle when reverse is selected.	90B	\$1,015.00
Reverse Sensing System	Obstacle Detection System when reverse is selected	43P	\$268.00
		Estimated Quantity	7
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$30,215.00</b>
		Make:	FORD
		Model Name:	FUSION
		Exact Model Code:	P0L
		Trim Pkg. Common Name:	SE HYBRID
		Exact Trim Pkg. Code:	602A
		Engine Code:	99U
		Transmission Code:	44J

2019 Pricing  
\$31,121.45  
**FINAL BID PRICE**

Group H 8.4 - UNIVERSITY OF NORTHERN IOWA		Mfg. Code / NA / STD	Option Price
Keys, Working	2 working keys (opens the doors) without fobs	DEALER	\$200.00
Seat	Power Driver's Seat	-	STANDARD
<b>*** University of Northern Iowa will purchase a total of 7 vehicles from a combination of Groups A, B and H.</b>		Estimated Quantity	1
<b>TOTAL PRICE FOR EACH VEHICLE: (Includes Base Vehicle Cost, Options, and Delivery Cost)</b>			<b>\$23,200.00</b>
		Make:	FORD
		Model Name:	FUSION
		Exact Model Code:	P0L
		Trim Pkg. Common Name:	SE HYBRID
		Exact Trim Pkg. Code:	600A
		Engine Code:	99U
		Transmission Code:	44J

2019 Pricing  
\$23,896.00  
**FINAL BID PRICE**