

Contract 1-11-23-20 Pricing Page

Rev. 10/11/2011

Terms: \$500 discount per vehicle for payment within 20 days
 \$500 discount per vehicle for payment within 21 days
 \$200 discount per vehicle for payment within 20 days **

Contract Line Item	Dealer	Description	FOB	Unit of Measure (UOM)	Quantity in Unit of Measure	Manufacturer	Model	Contract Unit Price	California Environmental Performance Label	
									Global Warming	Smog
78	Wondries Fleet Group*	GP II 2WD 15K GVWR Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1347 dated 8/23/10	Los Angeles	Each	1	Ford	F450	\$31,708.95	TBA	TBA
79	Wondries Fleet Group*	GP III 2WD 17.5K GVWR Cab & Chassis Regular Cab, Gasoline, in accordance with specification #2320-1347 dated 8/23/10	Los Angeles	Each	1	Ford	F550	\$26,204.50	TBA	TBA
80	Wondries Fleet Group*	GP III 2WD 17.5K GVWR Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1347 dated 8/23/10	Los Angeles	Each	1	Ford	F550	\$32,910.85	TBA	TBA
81	Downtown Ford Sales	GP I 2WD Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1400 R1 dated 10/11/10	Los Angeles	Each	1	Ford	F650	\$50,292.00	TBA	TBA
82	Riverview International***	GP II 2WD Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1400 R1 dated 10/11/10	Los Angeles	Each	1	International	DuraStar	\$66,149.40	TBA	TBA
83	Riverview International***	GP III 2WD Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1400 R1 dated 10/11/10	Los Angeles	Each	1	International	DuraStar	\$67,611.05	TBA	TBA
84	Riverview International***	GP IV 8X4 Cab & Chassis Regular Cab, Diesel in accordance with specification #2320-1400 R1 dated 10/11/10	Los Angeles	Each	1	International	WorkStar	\$105,584.23	TBA	TBA

The following items are applicable for options only.

Contact Line Item # (CLIN)	Dealer	Description	FOB	Unit of Measure (UOM)	Quantity in Unit of Measure	Manufacturer	Model	Additional Options (Dealer Cost Plus)	Removal of Options (Dealer Cost Minus)
n/a	Downtown Ford	Factory Options	n/a	various	various	n/a	n/a	10%	10%
n/a	Wondries Fleet Group	Factory Options	n/a	various	various	n/a	n/a	Contact Dealer (10% maximum)	Contact Dealer (10% maximum)