

— O H I O —
HUDSON
POLICE DEPARTMENT
36 S. Oviatt Street • Hudson, Ohio 44236 • 330.342.1800 • Fax 330.342.1821

February 19th 2018

Chief Robbins –

The 2018 City of Hudson Budget provides for the replacement of two police patrol vehicles.

In accordance with our replacement schedule and based upon the current mileage, age, and overall condition, I recommend replacing marked cruisers # 3 and # 8 (both are 2015 Ford NGPI-Utility with Fleet ID's 1169 & 1170) with new models of the same vehicles.

For these marked cruisers, Ohio State Contract number RS900718 (*New, Model Year 2018 or Manufacturers's Current Production Model - Law Enforcement Vehicles* - effective through 09/30/2018) was awarded to dealer Lebanon Ford to supply the State of Ohio and political subdivisions with 2018 Ford NGPI-Utility vehicles. The Ohio STS pricing was again lower this year than other cooperative purchasing programs (GSA, CUE) for these law enforcement specific vehicles.

Historically, local dealers have cited not being able to compete with Ohio State Term contract pricing and decline the opportunity to provide a quotation. This was the case again this year when I spoke with Klaben and Montrose Ford. They both confirmed that their dealer pricing from Ford is higher than the end cost to Ohio public entities purchasing through the Ohio STS program.

I recommend to you and City Council that legislation be passed authorizing a \$54,528 purchase order be issued to Lebanon Ford to supply our 2018 replacement police vehicles:

Respectfully submitted,



Sergeant Dan Thompson #183

**City of Hudson Police Department
2018 Police Vehicle Replacement**

State of Ohio Contract # RS900718 (effective through 9/30/2018)

Lebanon Ford Inc., 770 Columbus Ave, Lebanon OH 45036

Contact: Frank Beaver (614) 570-0702 frankbeaver@roadrunner.com

Standard Features:

2018 Ford Utility Interceptor (Model # K8A)

All Wheel Drive / 3.7L V6 304 HP Engine w/ Heaviest Available Cooling, Automatic Six Speed Transmission, 220 AMP Alternator, 750 CCA Battery, Remote Controlled L & R Exterior Mirrors, Left Pillar Mounted Spotlight, Electronic Door Locks and Windows with Driver Control Lock-Out, Fresh Air Temperature Controlled Heater with Windshield Defroster, Front and Rear Air Conditioning, Rear Window Defroster, Flexible Fuel Vehicle, Factory Tinted Glass, Foam Front Seat Cushion, Dual Horns, Dual Speed Intermittent Wipers, Overhead Dome / Map and Cargo Lights, AM/FM Radio, 12 Volt Power Outlet, Radio Suppression System, Day / Night Rear View Mirror, Full Size Spare, Rear Lift Gate, Four Wheel Power Antilock Brakes, Driver and Passenger Airbag and Supplemental Restraint Systems, Front Cloth and Rear Vinyl Seating, Heavy-Duty Rubber Flooring, 3/36 Bumper to Bumper & 5/100 Powertrain Manufacturer Warranty

Exterior Color: (G1) SHADOW BLACK

Price: \$26,599.00

Options:

68G	Inside Rear Door Handles & Locks Inoperable	\$34.00
18W	Inside Rear Window Switches Inoperable	\$24.00
549	Heated Outside Side View Mirrors	\$59.00
59B	Keyed Alike 1284X	\$75.00
86P	Pre Drill Front Headlights for LED	\$124.00
86T	Pre Drill Rear Lights for LED	\$59.00
-595	Deduct Keyless Entry	\$0.00
N/A	Rear View Camera in Center Stack	\$0.00
Delivery	Delivery to Hudson OH 44236	\$290.00

Total Price: \$27,264.00

Thompson, Dan

From: Frank Beaver [frankbeaver@roadrunner.com]
Sent: Monday, January 15, 2018 10:24 AM
To: Thompson, Dan
Subject: RE: Interceptor Utility Quote / Need Pricing Confirmation of Options

Looks great!! Looking forward to your po!!

I really appreciate your time.

Thank-you

Frank Beaver

Frank Beaver

Fleet & Commercial Sales Director

Lebanon Ford

614-570-0702



From: Thompson, Dan [mailto:DThompson@hudson.oh.us]
Sent: Monday, January 15, 2018 10:21 AM
To: 'Frank Beaver' <frankbeaver@roadrunner.com>
Subject: Interceptor Utility Quote / Need Pricing Confirmation of Options

Hi Frank –

Please see the attached sheet and confirm 2018 Ohio STS pricing on options 59B (Keyed Alike 1284X), -595 (Delete Keyless Entry), and Delivery to Hudson OH 44236. I used the same amounts that you provided last year for those items and they are highlighted them in yellow.

We are purchasing two vehicles this year.

Please let me know if you need anything else.

Thank you,

DAN THOMPSON
STAFF SERGEANT
CITY OF HUDSON POLICE DEPARTMENT
36 SOUTH OVIATT STREET
HUDSON, OH 44236
330-342-1800
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Total Control Panel

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To: dthompson@hudson.oh.us

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By Type

[Sedans and Station Wagons](#)[Police Use Vehicles](#)[Light Trucks \(4X2\)](#)[Light Trucks \(4X4\)](#)[Light Trucks Cab and Chassis \(Incomplete Vehicles\) 4x2](#)[Light Trucks Cab and Chassis \(Incomplete Vehicles\) 4x4](#)[Lt Trks w/ Vocational Bodies \(4x2\)](#)[Lt Trks w/ Vocational Bodies \(4x4\)](#)[Medium and Heavy Duty Trucks](#)[Buses](#)[Ambulances](#)[Wheelchair Vehicles](#)[Wreckers and Carriers](#)[Minimum Requirements](#)[Options](#)[Compare Prices](#)[Other Features](#)[Clarifications](#)[Emissions](#)[Vendor Performance](#)

Compare Prices

100L -SUV, POLICE USE, 4 DOOR

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★ **Note:** Incl. (Includes) = The selected option is part of a package that includes the listed options.

Req. (Requires) = In order to get the selected option, you must also select from the listed required options.



Excl. (Excludes) = The selected option cannot be ordered with the listed options.

= Alternative Fuel Vehicles

= Low Greenhouse Gas Vehicles

★ = CARB adherent States will receive gasoline instead of E85.

Vendor	FORD 	GM
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Model Picture	 See more images	 See more images
Socio-Economic Indicator	Other than Small Business	Other than Small Business
Model	Police Interceptor Utility	TAHOE
Model Year	2018	2018
MPG (City/Hwy/Combined) Base Vehicle	15/20/17	16/23/19
AWD	0/0/0	16/22/18
gCO2/mile Base Vehicle	0	468
AWD	0	497
50-State Emissions Certified Engine Base Vehicle	No	Yes
Additional Information		
Program 1122	Yes	Yes
Shipment Days - Base	90	150
Additional Shipment Days - for Options	0	0
Base Price \$ (A)	28,666.00	31,800.00
+ Vehicle Options		
AWD	0.00	5,300.00
MER2	55.00	0.00
RDI	163.00	110.00
RS	0.00	250.00
+Additional Required Vehicle (G)	0.00	0.00
Total Vehicle Options (B)	218.00	5,660.00
=Subtotal Unit Price (A+B+G)	28,884.00	37,460.00
Quantity(C)	2	2
=Sub- Totals (A+B+G)*C	57,768.00	74,920.00
+ Order Options		
Total Order Options \$ (D)	0.00	0.00
= Total Price ((A+B+G)*C)+D	57,768.00	74,920.00
+ GSA Surcharge	577.68	749.20
= Total Selling Price(F)	58,345.68	75,669.20

Estimated Unit Selling Price \$ (F/C)	29,172.84	37,834.60
	Select Model	Select Model

Option Description	Vendor Data
AWD - OEM ALL WHEEL DRIVE	
MER2 - MIRRORS-EXTERIOR-REARVIEW-LEFT & RIGHT-HEATED/REMOTE	
RDI - REAR DOOR LOCKS AND WINDOWS INOPERATIVE	
RS - RECLINING BUCKET/CAPTAINS CHAIRS	

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