

KODIAK CITY COUNCIL

WORK SESSION AGENDA

Tuesday, May 7, 2013

Kodiak Island Borough Conference Room

7:30 p.m.

Work sessions are informal meetings of the City Council where Councilmembers review the upcoming regular meeting agenda packet and seek or receive information from staff. Although additional items not listed on the work session agenda are sometimes discussed when introduced by the Mayor, Council, or staff, no formal action is taken at work sessions and items that require formal Council action are placed on a regular Council meeting agenda. Public comments at work sessions are NOT considered part of the official record. Public comments intended for the "official record" should be made at a regular City Council meeting.

Discussion Items

- 1. Public Comments (limited to 3 minutes)
- 2. Harbor Vehicle Purchase Presentation.....1
- 3. Parks and Recreation Vehicle Purchase Presentation.....18
- 4. May 9, 2013, Agenda Packet Review

MEMORANDUM TO COUNCIL

To: Mayor Branson and City Councilmembers

From: Aimée Kniazowski, City Manager

Thru: Marty Owen, Harbormaster

Date: May 9, 2013

Agenda Item: V. e. Authorization of Vehicle Purchase for the Harbor Department

SUMMARY: One of the pickup trucks used in the Harbor Department, a 2003 Ford F-150, was evaluated and identified for replacement in the FY2013 budget. The department researched replacement options and is recommending attaching to the State of Alaska's bid as the least expensive option. Staff recommends Council authorize the purchase of a Ford F-150 4x4 pickup in the amount of \$19,813 FOB Kodiak.

PREVIOUS COUNCIL ACTION: The approved FY2013 budget includes \$38,000 for replacement of a standard half-ton pickup in the Boat Harbor Fund budget.

DISCUSSION: The Harbor Department uses half-ton 4x4 pickups for patrol/maintenance vehicles. They are driven by harbor officers in performing their duties at the port, harbor and shipyard facilities. The Public Works Shop evaluated the Department's 2003 Ford F-150 half-ton pickup truck, H5 in April 2012 and determined that it has reached the end of its useful life. The truck has 87,900 miles on it, exhibits a loss of power, has rust in rear crossmembers, leaks fluid, and has brake problems due to exposure to salt air. It also has a slipping transmission which is a sign of worn internal parts which require a major overhaul to fix (Attachment B). Due to the high cost of engine, transmission, and body repairs since 2010 [\$3,919 (labor) + 4,602 (parts) = \$8,521] the Public Works Maintenance shop supervisor recommends that the vehicle be replaced.

Staff researched replacement options. The State of Alaska has vehicle supply contracts with three major Alaskan vendors, Alaska Sales and Service, Worthington Ford, and Kendall Ford (Attachment A). Staff obtained quotes from each vendor and recommends the City purchase a replacement F-150 4x4 half-ton pickup truck from Worthington Ford for a total cost of \$19,813. That cost includes \$750 in transportation costs to bring the truck from Anchorage to Kodiak via the ferry.

City Code allows the City to purchase vehicles by attaching to a government contract and to receive the lower price negotiated by the government, in this case the State of Alaska.

ALTERNATIVES:

1. Authorize this transaction in the amount of \$19,813. This is the staff recommendation as it allows the Harbor Department to replace the 10-year-old pickup with a new one that will meet its needs. Attaching to the State of Alaska's negotiated contract price for this type of truck is also in the best interest of the City.
2. Do not authorize this transaction. This alternative is not recommended, because it would impact the day-to-day duties of the Harbor patrol staff.

FINANCIAL IMPLICATIONS: The Boat Harbor FY2013 budget, line 510.520.100.470.126, has sufficient funds to purchase a new half-ton pickup.

LEGAL: KCC 3.12.070 permits the City to attach to the State contract and receive the negotiated contract price for the purchase of the vehicles.

STAFF RECOMMENDATION: Staff recommends Council authorize this purchase in the amount of \$19,813, with funds to come from the Boat Harbor operations budget, Machinery and Equipment line item.

CITY MANAGER'S COMMENTS: I support the recommendation to authorize the purchase of a half-ton 4x4 pickup truck for the Harbor Department. The Department's existing truck was evaluated by our senior mechanic and recommended for replacement. There is no alternative other than the replacement of H5 due to the high cost of repairs, the likely need for a transmission overhaul and safety issues. We increase our general liability if we continue to use vehicles that have been determined to be unsafe. I believe attachment to the State bid a suitable alternative to an open market bid because we benefit from pre-negotiated contract prices and will spend less than the \$38,000 estimated in the FY2013 operating budget. The replacement of H5 also meets the criteria in the City Council's Vehicle Replacement Policy.

ATTACHMENTS:

- Attachment A: Harbor Vehicle Evaluation
- Attachment B: H5 Repair Cost History 2010 – 2013
- Attachment C: State of Alaska price comparison spreadsheet

PROPOSED MOTION:

Move to authorize purchase of a Ford F-150 half-ton pickup truck from Worthington Ford in the amount of \$18,788 plus \$750 in shipping charges for a total of \$19,813, with funds coming from the FY2013 Boat Harbor operations budget, Machinery and Equipment line item.

Capital Outlay Request

City of Kodiak



Department: Public Works Maintenance Shop, Gerald Pherson
Division: Kodiak Harbor
Priority:

Request: 2003 Ford F-150 Vin # 2FTRF18223CA37453

Estimated Cost:

Trade-In: Harbor H5

87,900 *pw*

Justification and/or Comments Harbor vehicle H5 has approximately ~~79,663~~ miles on the odometer. The body of this vehicle is showing moderate rust at the rear bed cross members. The engine has multiple fluid leaks and is exhibiting loss of engine power. It has needed frequent tune ups and has engine knocking on startup. In addition it has shown to have a slipping transmission as well as dirty transmission fluid which is a sign of worn internal parts. These are all signs of an engine and transmission with excessive wear that can only be remedied by a major overhaul. Considering high cost of repairs and overall condition of this vehicle I recommend it be replaced in the 2013 fiscal year.

Reevaluation April 2012

Harbor H5 now has approximately ~~79,663~~ miles on the odometer. The overall wear on this vehicle is substantial and the cost to overhaul it would be impractical. We would have had to overhaul the front suspension; shock absorbers, front and rear and repair the engine as well as the transmission.

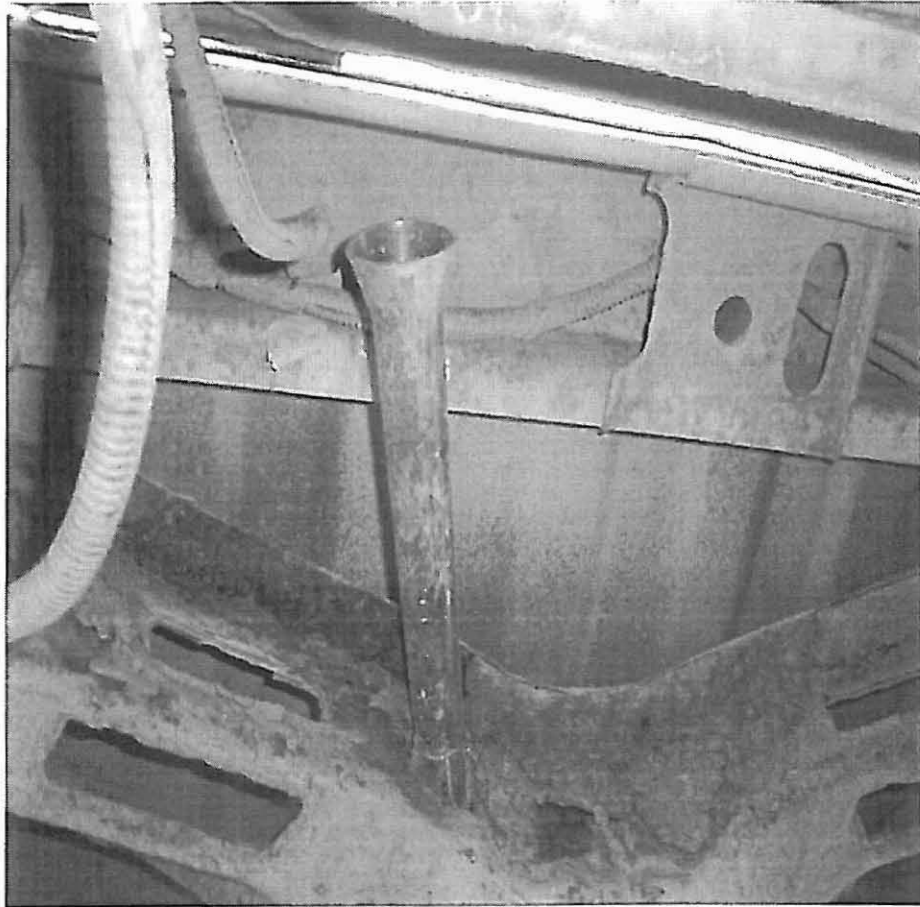
The engine crankshaft seals, front and rear, are leaking a considerable amount and would be labor intensive to replace. The Diagnostic Trouble Codes and lack of engine power strongly indicate that the engine needs extensive repairs. Especially in respect to the fuel system and emissions aspect.

The brakes have been exposed to the salt of the harbor atmosphere and have been destroyed. We have replaced brake lines, hoses, calipers and rotors and are now functioning properly.

These major repairs are required to keep this vehicle a reliable unit for the harbor. The cost of parts and labor as well as down time for repairs far out way the vehicles life expectancy and resell value. The current value of this vehicle is approximately \$5,245 in fair condition. The estimated cost for the parts needed for repairs is \$4500-\$5000.



Harbor H5 rear bed cross members.



Harbor H5 rear bed cross member.



Harbor H5 rear engine seal.



Harbor H5 front engine seal.



Harbor H5 seat.

UNIT	Date Completed	DEPT	MECHANIC	MANHOURS	CostPerManHr	TotalCostManHrs	Parts Price
5	2/16/2010	Harbor	RC	1.5	44	66	15.92
5	3/8/2010	Harbor	GP RC	2	44	88	84.47
5	3/26/2010	Harbor	GP	1.5	44	66	124.98
5	8/10/2010	Harbor	RC	4	44	176	123.53
5	2/8/2011	Harbor		2	44	88	72.94
5	1/17/2012	Harbor		3.5	44	154	291.63
5	6/12/2012	Harbor	BJ	9	44	396	431.92
5	6/25/2012	Harbor	BJ	4.5	44	198	73.17

HARBOR #5

\$ 3916 \$ 4602.28





City of Kodiak Vehicle Evaluation

- Evaluation date 12-28-12
- City vehicle ID number Harbor H5
- Vehicle odometer reading 85318.5
- Vehicle history Harbor use
- Vehicle test drive notes _____
- _____
- Assess engine and transmission performance Runs Good
- _____

Under vehicle inspection

- Front brakes condition, amount remaining RF 16/32" 50% LF 18/32" 50%
- Rear brakes condition, amount remaining RR 17/32" 50% LR 17/32" 50%
- Brake hoses, lines and cables Brake Hoses and cables are in good shape, minor rust
- Suspension and steering components, including tie rods, drag link, ball joints, springs shackles and shocks Slight outer tire tread wear on both RF and LF
- Condition of frame, frame hangers and body mounts Slight rust on every thing underneath
- Transmission, transfer case and differentials Has slight rust on axles
- Underside of engine and engine compartment Rear main seal leaking, oil pan has slight leak in front

Under hood inspection

- Check all fluid levels and record Very low oil
- Check battery and charging system Good
- Inspect engine for leaks, exhaust, oil, coolant Rear of valve covers has very small leak
- Inspect power steering, hoses, belts and accessories Belts + hoses are in good shape with no leaks
- Inspect electrical components and wiring wiring is good very minimal corrosion
- Check cylinder power balance or compression the cylinder power balance is good
- Check power train control module for codes No codes present

Vehicle exterior

- Check for body damage—fenders, bumpers Body is in good shape

- Check glass—windows, windshield all of the glass is in good shape
- Check lights – lenses and proper operation working properly

Vehicle interior

- Check interior—seats, steering wheel, pedals and panels seat is worn out
- Check vehicle controls and accessories the horn click on for motor inop

Added notes:

Seat has duct tape holding it together

CLASS 151
REGULAR CAB
1/2 TON 4X4

Alaska Sales & Service
Contact: Ron Eastman
Address: 1300 East 5th Avenue
Anchorage, Alaska 99501
Phone: 265-7555
Fax: 265-7507

<u>UNIT COST</u>	\$19,624.00
------------------	-------------

AVAILABLE OPTIONS	Additional Cost	Comments
V8, 4.8L Gas Engine	\$ 865.00	302 HP
40/20/40 Split Bench Cloth Seats	\$ -	
Cruise Control/Tilt Steering	\$ -	
Power Windows/Locks/Air Conditioning and Heated Mirrors	\$ 855.00	
AM/FM with CD	\$ 160.00	
6.5' Bed	\$ (275.00)	
Spray In Bed Liner, 6.5' Bed	\$ 450.00	
Spray In Bed Liner, 8' Bed	\$ 450.00	
Mud Flaps, HD Rubber	\$ 125.00	
Trailer Towing Package w/ Class III hitch	\$ 425.00	OEM
Shipping to Fairbanks	\$ 280.00	
Shipping to Juneau	\$ -	

CLASS 151
 REGULAR CAB
 1/2 TON 4X4

Use billing class 149

Cal Worthington Ford
 Contact: Dan McKewin
 Address: 431 Unga Street
 Anchorage, Alaska 99501
 Phone: 793-8217
 Fax: 793-8255

<u>UNIT COST</u>	\$19,063.00
------------------	-------------

AVAILABLE OPTIONS	Additional Cost	Comments
V8, 5.0L Gas Engine	\$ 836.00	
40/20/40 Split Bench Cloth Seats	\$ -	
Cruise Control/Tilt Steering	\$ 183.00	
Power Windows/Locks/Air Conditioning and Heated Mirrors	\$ 995.00	
AM/FM with CD	\$ 243.00	
6.5' Bed	\$ (280.00)	
Spray In Bed Liner, 6.5' Bed	\$ 397.00	
Spray In Bed Liner, 8' Bed	\$ 397.00	
Mud Flaps, HD Rubber	\$ 120.00	
Trailer Towing Package w/ Class III hitch	\$ 313.00	
Shipping to Fairbanks	\$ 275.00	
Shipping to Juneau	\$ -	

CLASS 151
 REGULAR CAB
 1/2 TON 4X4

Use billing class 149

Kendall Ford
 Contact: Dave Luke
 Address: 2701 E. Mountain Village Drive
 Wasilla, Alaska 99654
 Phone: 352-5677
 Fax:352-5629

UNIT COST
 \$19,158.00

AVAILABLE OPTIONS	Additional Cost	Comments
V8, 4.8L Gas Engine	\$853.00	
40/20/40 Split Bench Cloth Seats	\$0.00	
Cruise Control/Tilt Steering	\$187.00	
Power Windows/Locks/Air Conditioning and Heated Mirrors	\$1,011.00	
AM/FM with CD	\$248.00	
6.5' Bed	-\$262.00	
Spray In Bed Liner, 6.5' Bed	\$405.00	
Spray In Bed Liner, 8' Bed	\$405.00	
Mud Flaps, HD Rubber	\$120.00	
Trailer Towing Package w/ Class III hitch	\$320.00	
Shipping to Fairbanks	\$280.00	
Shipping to Juneau	\$0.00	Plus Upfit

(This page left intentionally blank.)

MEMORANDUM TO COUNCIL

To: Mayor Branson and City Councilmembers

From: Aimée Kniazowski, City Manager

Thru: Charlie Powers Parks and Recreation Interim Director
Mark Kozak, Public Works Director

Date: May 9, 2013

Agenda Item: V. f. Authorization of Vehicle Purchase for the Parks and Recreation Department

SUMMARY: This authorization will enable the Kodiak Parks and Recreation Department to replace one Dodge Ram truck, which is exhibiting severe frame, suspension, and body panel deterioration. This vehicle has been recommended for replacement in FY2013 with a like kind vehicle, specifically one 2013 Ford F-150 white base model regular cab four-wheel-drive truck. Staff researched replacement options and is recommending a purchase through Kendall Ford as the least expensive option. Staff recommends Council authorize the purchase of a Ford F-150 four-wheel-drive pickup from Kendall Ford in the amount of the amount of \$22,108.

PREVIOUS COUNCIL ACTION: The Council approved the FY2013 budget, which included \$40,000 for the renewal of the Parks and Recreation fleet.

DISCUSSION: The Parks and Recreation Department fleet is evaluated by the Public Works Shop on an annual basis. The senior mechanic performs a comprehensive evaluation of vehicles and makes recommendations to the Director about which vehicles can remain in service and which vehicles should be removed from service. The mechanic's evaluation includes an inspection of the body, vehicle electronics, engine, transmission, frame, and suspension. The mechanic also evaluates the cost involved with replacing and/or repairing damage to a vehicle versus replacing the vehicle. In this instance the mechanic has evaluated the Dodge Ram and determined that continued operation of either vehicle is not in the best interests of the city due to its condition and costs required for diminished returns. He recommends that the vehicle be replaced in FY2013.

Timing for purchase of the vehicle is tied to the fiscal year. Per Kodiak City Code (KCC) 3.12.030, Open Market Procedures, staff conducted a thorough market search for a replacement vehicle. This included evaluating the contracted price the State of Alaska has with Worthington Ford for the build and buy of a like truck; the state bid identified the Ford for 2013 Model Year F-150 single cab truck as the best value. Staff procured quotes from the two low bidders and the local dealer for available trucks on their lots meeting the specifications. Kendall Ford provided the lowest cost replacement FOB Kodiak (Attachment B). Additionally, a Ford can be serviced locally, and the Kendall vehicle is white, which allows the fleet to remain uniform. The vehicle available through Kodiak Motors is grey in color and has

accessories that could be construed as excessive or inappropriate such as allow wheels and running boards.

ALTERNATIVES:

1. Authorize this transaction in the amount of \$22,108 FOB Kodiak from Kendall Ford. This is the staff recommendation, as it enables the Parks and Recreation Department to replace the subject truck for said reasons in a time frame that allows the Department to conduct its maintenance activities.
2. Do not authorize this transaction. This alternative is not recommended, because it would be detrimental to Department's work flow and result in holding equipment that is far beyond its useful life and subject to diminished return on repairs.

FINANCIAL IMPLICATIONS: In FY2013, the City Council approved \$40,000 for the renewal and increased capabilities of the Parks and Recreation Department fleet. The funds to move forward with this purchase are available.

LEGAL: KCC 3.12.030 (a) provides that purchases, sales, or contracts authorized by KCC 3.12.010, having an estimated value in excess of \$15,000, but not more than \$25,000, shall be made on the open market without newspaper advertisement. This provision enables the City to proceed with the purchase, and staff has obtained three competitive quotes for the required vehicle from dealers, including the local dealer.

STAFF RECOMMENDATION: Staff recommends the Council authorize the purchase of a Ford F-150 four-wheel-drive truck in the amount of \$22,108 from Kendall Ford, with funds to come from FY2013 Parks and Recreation Department operating budget, machinery and equipment line item, account number 100-170-100-470-126.

CITY MANAGER'S COMMENTS: The Parks and Recreation vehicle fleet is overdue for renewal. The purchase was postponed due to the former director's retirement. If not for that, the vehicle would have been requisitioned earlier in the year. Regardless, the need for the vehicle is needed. I support staff recommendation to purchase the replacement truck for the Parks and Recreation Department by attaching to the State bid. The existing Dodge Ram is a 1997 model, was determined to be in poor condition by Public Works, and its replacement is consistent with the City Council's Vehicle and Equipment Replacement Policy. As mentioned before, we increase our risk if we continue to use vehicles that have been determined to be unfit. We considered both the attachment to the State bid for a build buy vehicle and the "lot available" quotes received as suitable means for satisfying the open market bid requirements.

ATTACHMENTS:

- Attachment A: Vehicle Evaluation and Capital Outlay Request
- Attachment B: FY2013 CIP Vehicle and Equipment Replacement nomination form
- Attachment C: Vehicle Specifications, SOA bid equivalency, and dealer quotes

PROPOSED MOTION:

Move to authorize purchase of a 2013 four-wheel-drive Ford F-150 regular cab truck from Kendall Ford for the Parks and Recreation Department in the amount of \$22,108, with funds coming from the FY2013 Parks and Recreation Department operations budget, Machinery and Equipment line item.

Capital Outlay Request

City of Kodiak



A handwritten signature in black ink, appearing to be "G. Pherson", is located to the right of the department information.

Department: Public Works Maintenance Shop, Gerald Pherson

Division: Parks and Recreation

Priority:

Request: 1997 Dodge Ram Vin# 1B7HF16Y0BS136936

Estimated Cost:

Trade-In Dodge Ram

**Justification and/or
Comments**

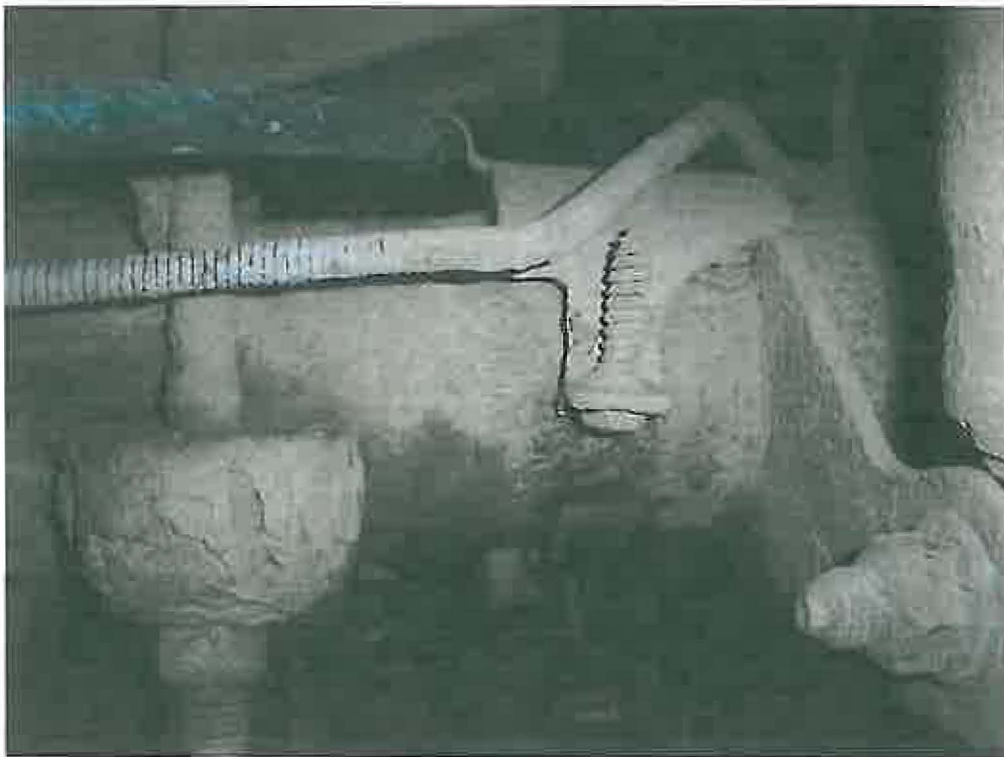
Parks and Recreation Dodge ram has been used by the department since it was new in 1997. The maintenance workers have used it to haul equipment and materials to different job locations within the city.

This vehicle has been over worked throughout its life. Both the exterior and interior are starting to come apart. There are major rust holes through the body panels. Every body panel has paint peeling off and is rusting underneath. The frame shows signs of heavy rust in some places. The doors have had extensive work done by a body shop and were damaged so far that they still don't close properly. The seat and headliner are falling apart in the interior of the vehicle. This vehicle has had some major break downs this past year that have made it unusable for a period of time.

Due to the overall condition of this vehicle and the need of a reliable work truck I recommend this Dodge Ram be replaced in the cities FY 13 budget.

Parks and Recreation 1997 Dodge 1500







City of Kodiak Vehicle Evaluation

- Evaluation date 03-05-2013
- City vehicle ID number Parks and Rec. Dodge Ram
- Vehicle odometer reading 69,088
- Vehicle history Hauling, driving
- Vehicle test drive notes pulls to the right, unknown Random Rattle noise
- Assess engine and transmission performance good power, shifted properly

Under vehicle inspection

- Front brakes condition, amount remaining RF 10% LF 25%
- Rear brakes condition, amount remaining RR 30% LR 30%
- Brake hoses, lines and cables brake lines and cables look to be in good condition, RR emergency brake brackets - brake
- Suspension and steering components, including tie rods, drag link, ball joints, springs shackles and shocks passenger upper and lower ball joints are no good. AS well the shock is bad
- Condition of frame, frame hangers and body mounts rust is present on spots of frame
- Transmission, transfer case and differentials Transfer case has bad leak, @ Transmission pan has a leak
- Underside of engine and engine compartment Rust on engine block, all else good Rear main seal leaking

Under hood inspection

- Check all fluid levels and record power steering low + transmission low
- Check battery and charging system Start and charging system is good
- Inspect engine for leaks, exhaust, oil, coolant transmission cooler lines leaking
- Inspect power steering, hoses, belts and accessories power steering is good belts and hoses good
- Inspect electrical components and wiring wiring OK, minor corrosion on battery
- Check cylinder power balance or compression good
-
- Check power train control module for codes No codes present

Vehicle exterior

- Check for body damage—fenders, bumpers paint chips every panel

- o Check glass—windows, windshield front windshield cracked
- o Check lights—lenses and proper operation driver near tail light broken
Lights work correctly

Vehicle interior

- o Check interior—seats, steering wheel, pedals and panels seats have holes
- o Check vehicle controls and accessories accessories work correctly

Added notes:

Rear shocks are shot
 Front Driver + Passenger ~~panels~~ fenders have rust, paint chips
 Hood paint chipped causing rust
 Headliner falling apart
 Left Horn button does not work
 Rocker panels (Driver + Passenger) have holes
 from rust
 Both Rear fenders damaged badly, have rust
 appearing
 Rear bumper very damaged
 Roof paint chips, rust starting to show
 Passenger door won't shut properly

Date Completed	DEPT	MANHOURS	Rate/Hr	Cost Per Man Hr	Total Cost Man Hrs	Parts Price
12/8/2010	Parks and Recreation	2	1	44	88	150.33
3/11/2011	Parks and Recreation	1.5	1	44	66	74.95
1/11/2011	Parks and Recreation	2.5	1	44	110	23.43
5/11/2012	Parks and Recreation	4	1	44	176	378.86
2/26/2012	Parks and Recreation	3	1	44	132	125.76
9/4/2012	Parks and Recreation	3.5	1	44	154	107.65
2/19/2013	Parks and Recreation	3	1	44	132	286.68

858 1147.66

Over \$1,000 was spent
at the enterprise for door
work

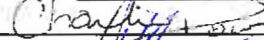
CITY OF KODIAK
FIVE-YEAR CAPITAL IMPROVEMENT PROGRAM
VEHICLE / EQUIPMENT REPLACEMENT NOMINATION
1 of 2 pages

Costs are estimated at (check one)

- Less than \$10,000
 Greater than \$10,000

The Following Signatures are required:

Vehicle Maint. Supervisor 

Department Head: 

City Manger: _____

This purchase is requested to be funded in Fiscal Year	Fiscal Year :
Prepared by: Charlie Powers	Date: April 30, 2013
Department: Parks and Recreation Department	
Nomination Name: Replacement for	

REQUESTED REPLACEMENT UNIT DESCRIPTION (ATTACH PRICE QUOTES, DESCRIPTIONS, AND PHOTOS FROM THREE VENDORS)	
Unit ID Number	
Year – Make - Model	1996 Dodge Ram Truck
Engine Size – Fuel Type	Gas- 5.2L V-8
Current Mileage	69,512
Body Condition	Poor
License Plate No.	XXV470
VIN or Serial Number	1B7HF16YQUS167281

FUNCTION: WRITE A BRIEF SUMMARY OF HOW THIS UNIT HAS BEEN USED AND HOW OFTEN.

This truck has been in the City of Kodiak fleet since 1996. Within the Parks and Recreation Department it is used by the administration crew to meet its responsibilities of grounds keeping and maintenance on the following City and Borough assets: 4 cemeteries, 5 schools, 7 fields, 5 playgrounds, 5 parks, and 2 trails. The vehicle is used on a daily basis during work hours. In past it has been driven by both regular supervisory level staff as well as temporary laborer staff. Replacement vehicle to only be used by regular supervisory staff (Roger David and other full time staff in administering work crews). In the context of budget and fleet renewal. With the addition of this new replacement truck and the purchase of a local used flat bed 1 ton truck which has been identified to meet mobilization needs, the Department's fleet will be equipped to meet Department responsibilities. The combination of the two trucks are below \$40,000 budgeted in FY2013.

JUSTIFICATION: WRITE A BRIEF SUMMARY OF WHY THIS UNIT IS BEING REPLACED. INCLUDE ITEMS SUCH AS HISTORY, CONDITION ASSESSMENT, COSTS, USES, PUBLIC WORKS EVALUATION REPORT, ETC.

Like other vehicles in the Parks and Recreation fleet, this truck is in serious need of replacement. Replacing this truck with a new F-150 V-6 will have the following improvements:
Financial: Better fuel economy and eliminate deferred maintenance costs (ie-windshield, tires, paint and mechanical)
Quality of Work: Pride of ownership will improve staff morale resulting in improved work flow
Capabilities: The replacement truck has tow capabilities.
Fleet renewal: better fuel economy; replace with tow capabilities, pride of work/ownership
 See Public Works Evaluation of Replacement Truck

CITY OF KODIAK
FIVE-YEAR CAPITAL IMPROVEMENT PROGRAM
VEHICLE / EQUIPMENT REPLACEMENT NOMINATION
2 of 2 pages

Proposed Dispositions of Replaced Unit as Determined by Vehicle Maintenance Division (check one):

To General Fleet

To Surplus Sale

REQUEST NEW UNIT DESCRIPTION (ATTACH PRICE QUOTES, DESCRIPTIONS, AND PHOTOS FROM THREE VENDORS)	
Year – Make - Model	2013 F150 4x4 Regular Cab
Engine Size – Fuel Type	Gas V-6
Number of Doors	2
Seating Capacity	3
Specialty Items	Bed Liner
Color , Police Package, Tires, Transmission, Etc.	Base White Model with Tow Package

REQUESTED NEW UNIT COSTS	
Basic Equipment Costs	\$20,637
Specialty Equipment Cost	\$400-Bed Liner
Shipping Costs	\$1066
Total Costs	\$22108

OPERATIONAL COSTS:

Attach a detailed spreadsheet describing the last five years' annual costs to operate this unit, including fuel consumption, maintenance materials, AND maintenance labor.

Minimum Requirements:

- Seating for three (3) including driver.
- 8-Foot Bed
- GVWR: 6,000 Pounds
- 4WD (4x4)
- Engine: Gas, V6 3.7L
- AM/FM Radio
- Vinyl upholstery, bench seat
- Rear step bumper
- Tow Hooks, Front
- Limited Slip or Auto Locking Rear Axle

	CK10903 4.3L 195HP	F150 F1E 3.7L 302HP	F150 F1E 3.7L 302HP	
	\$ 19,624.00	\$ 19,063.00	\$ 19,158.00	
	AK Sales/Chevy	Ford/ Cal 's	Kendall/Ford	Kodiak Motors
AVAILABLE OPTIONS				
0 V8, 4.8L Gas Engine				
0 40/20/40 Split Bench Cloth Seats				
0 Cruise Control/Tilt Steering				
0 Power Windows/Locks/Air Conditioning and Heated Mirrors				
0 AM/FM with CD				
0 6.5' Bed	\$ (275.00)	\$ (280.00)	\$ (262.00)	x
0 Spray In Bed Liner, 6.5' Bed				
0 Spray In Bed Liner, 8' Bed	\$ 450.00	\$ 397.00	\$ 405.00	x
0 Mud Flaps, HD Rubber				
0 Trailer Towing Package w/ Class III hitch		\$ 313.00	\$ 320.00	x
0 Shipping to Kodiak via Homer ferry	\$ 1,066.00	\$ 1,066.00	\$ 1,066.00	x
0 Shipping to Juneau				
	\$ 20,865.00	\$ 20,559.00	\$ 20,687.00	\$ 22,500.00
1=yes 0=no	Don't Purchase	Purchase Cals	Don't Purchase Kendalls	Kodiak Motors
On the lot Price with minimum requirements plus options as indicated above FOB Kodiak				
		\$22,166	\$22,108	\$22,500

CAL

APR 30, 2013 NEW VEHICLE INQUIRY

Store 01 SALES01 PORT 5045 4042

IN STOCK
1 only

STK/ORD# 136607 13 F-150 SERIES REG CAB 4X4 STYLE IN-STOCK 1250
BODYSIZE P #CYL MPG 12/03/2012
EXT/INT CLR UX INGOT SILVER/ CS CLOTH BENCH/MEDIUM STONE
SERIAL# 1FTMF1EMXDKD55432 LOCATION 5 LIST PRICE 30470.00
KEYTRAK

Reg CAB

STK0145DYS

OPTIONAL EQUIPMENT

PKG 100A XL
XL PEP PACKAGE

99M 3.7L V6 FFV ENGINE 446 ELECTRONIC 6-SPD AUTO
XB6 3.73 RATIO LIMITED SLIP AXLE 153 FRONT LICENSE PLATE BRACKET
41H ENG BLCK HTR 535 TRAILER TOW PACKAGE
W145 8.0 FT BED

(SE=STD EQUIP)(F=FUEL CMP)(W=WRKSHT)(SD=STORE DEAL)(RETURN)(TAB)

B.O From
Stock. CONTRACT Does
STATE APPL. ON Inventory units
Not

Deliver To Home \$20700⁰⁰
\$450⁰⁰

\$21150⁰⁰
\$25. Lic Fees

To ADD
Top Box Driver Side \$842³⁵
Spray IN Bed Liner \$400.

TOTAL \$22418⁰⁰

KODIAK MOTORS

DEALER 74V 546

VIN

1FTMF1KH6DXD96902

	Suggested Retail Price	
F152 4X4 REGULAR CAB - 126	30610	00
2013 MODEL YEAR		
UJ STERLING GRAY METALLIC		
CS GRAY CLOTH 40/20/40		
INCLUDED ON THIS VEHICLE		
EQUIPMENT GROUP 201A	1885	00
STX SERIES		
STX DECOR PACKAGE		
18" CAST ALUM WHEELS		
P275/65R18 OWL ALL-TERRAIN		
FOG LAMPS		
POLISHED TUBULAR RUNNING BRDS		
TRAILER TOW PACKAGE		
SELECT SHIFT TRANSMISSION		
COMMUNICATION PACKAGE		
SYNC VOICE ACTIVATED SYSTEMS		
SAT RADIO W/6 MOS SERVICE		
OPTIONAL EQUIPMENT		
.SINGLE CD W/ SYNC BASIC		
99M 3.7L V6 FFV ENGINE		
446 ELECTRONIC 6-SPD AUTO		NC
.P275/65R18 OWL ALL-TERRAIN		
XB6 3.73 RATIO LIMITED SLIP AXLE	400	00
5650# GVWR PACKAGE		
26 GALLON FUEL TANK		
153 FRONT LICENSE PLATE BRACKET		NC
41E ENGINE BLOCK HEATER		NC
96W SPRAY-IN BED LINER *ACCY	475	00
TOTAL OPTIONS	2760	00
TOTAL VEHICLE & OPTIONS	33370	00
DESTINATION & DELIVERY	995	00
TOTAL BEFORE DISCOUNTS	34365	00
##SPECIAL ADDED DISCOUNTS#		
201A EQUIPMENT GROUP DI	1500	00
TOTAL SAVINGS	1500	00
<hr/>		
TOTAL FOR VEHICLE	32865	00
FUEL CHARGE		
ADVERTISING ASSESSMENT		
SHIPPING WEIGHT 4765 LBS.		
TOTAL	32865	00

\$22,500-

SC

9

5



Disclaimer: This window sticker is only representative of the information contained on an actual window sticker, and may or may not match the actual window sticker on the vehicle itself. Please see your retailer for further information.

Vehicle Description
F-150

2013 F150 4X4 REGULAR CAB - 126
3.7L V6 FFV ENGINE
ELECTRONIC 6-SPD AUTO

VIN 1FTMF1EM8DK E12498

Exterior *M14803*
OXFORD WHITE
Interior
STEEL GRAY INTERIOR CLOTH 40/20/40

Standard Equipment INCLUDED AT NO EXTRA CHARGE

EXTERIOR

- . DOOR HANDLES - BLACK
- . LOCKING REMOVABLE TAILGATE
- . REAR SOLAR TINTED GLASS
- . SPARE TIRE & WHEEL LOCK
- . TOW HOOKS

INTERIOR

- . A/C W/MANUAL CLIMATE CONTROL. SINGLE ZONE
- . BLACK VINYL FLOOR COVERING
- . DAY/NIGHT REARVIEW MIRROR
- . TILT STEERING WHEEL

FUNCTIONAL

- . 4-WHEEL DISC BRAKES W/ABS
- . 12V AUXILIARY POWER POINT
- . CARGO BOX TIE DOWN HOOKS
- . EASYFUEL CAPLESS FILLER
- . ELECT 4X4 SHIFT-ON-FLY
- . FAIL-SAFE COOLING SYSTEM
- . FULLY BOXED FRAME
- . HILL START ASSIST
- . INTERVAL WIPERS
- . MAINT. FREE BATTERY
- . MANUAL WINDOWS / LOCKS
- . PWR RACK AND PINION STEER
- . STABILIZER BAR, FRONT
- . TRAILER SWAY CONTROL

SAFETY/SECURITY

- . ADVANCETRAC WITH RSC
- . AIRBAGS - FRONT SEAT MOUNTED SIDE IMPACT
- . AIRBAGS - SAFETY CANOPY
- . REAR HIGH MOUNT STOP LAMP
- . SECURILOCK PASS ANTI THEFT
- . SOS POST CRASH ALERT SYS
- . TIRE PRESSURE MONITOR SYS

WARRANTY

- . 3YR/36,000 BUMPER / BUMPER
- . 5YR/60,000 POWERTRAIN
- . 5YR/60,000 ROADSIDE ASSIST

Price Information

Included on this Vehicle
EQUIPMENT GROUP 100A
XL SERIES

Optional Equipment

- 2013 MODEL YEAR
- OXFORD WHITE
- GRAY CLOTH 40/20/40
- .AM/FM RADIO W/CLOCK
- .17" GREY STYLED STEEL WHEELS
- 3.7L V6 FFV ENGINE

- ELECTRONIC 6-SPD AUTO
- .P235/75R17 BSW ALL-TERRAIN
- 3.73 RATIO LIMITED SLIP AXLE
- 6650# GVWR PACKAGE
- SELECT SHIFT TRANSMISSION
- 28 GALLON FUEL TANK
- FRONT LICENSE PLATE BRACKET
- ENGINE BLOCK HEATER
- TRAILER TOW PACKAGE
- CLOTH 40/20/40

BASE PRICE

\$28,310

TOTAL VEHICLE & OPTIONS
DESTINATION & DELIVERY

~~29,085~~
~~995~~

TOTAL MSRP

\$30,080

Disclaimer: Option pricing will be blank for any item that is priced as 0 or "No Charge".



CITY MPG
016
HIGHWAY MPG
021

Estimated Annual Fuel Cost: \$ 2,950

Vehicle Engine Information

Actual mileage will vary with options, driving conditions, driving habits and vehicle's condition. Results reported to EPA indicate that the majority of vehicles with these estimates will achieve between _ and _ mpg in the city and between _ and _ mpg on the highway. For Comparison Shopping all vehicles classified as Standard Pickup have been issued mileage ratings from _ to _ mpg city and _ to _ mpg highway.



Ford Extended Service Plan is the ONLY service contract backed by Ford and honored by the Ford and Lincoln dealers. Ask your dealer for prices and additional details or see our website at www.Ford-ESP.com.

\$ 20,637⁰⁰

THANK YOU
FROM
KENDALL FORD