



FLORIDA SHERIFFS ASSOCIATION & FLORIDA ASSOCIATION OF COUNTIES

HYBRID 4-DOOR ADMINISTRATIVE VEHICLES SPECIFICATION #17

2016 Ford Fusion (P0U)

The Ford Fusion (P0U) purchased through this contract comes with all the standard equipment as specified by the manufacturer for this model and FSA's base vehicle specification(s) requirements which are included and made a part of this contract's vehicle base price as awarded by specification by zone.

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|-------------|-------------|-------------|-------------|-------------|
| ZONE: | Western | Northern | Central | Southern |
| BASE PRICE: | \$22,354.00 | \$22,324.00 | \$22,250.00 | \$22,395.00 |

While the Florida Sheriffs Association and Florida Association of Counties have attempted to identify and include those equipment items most often requested by participating agencies for full size vehicles, we realize equipment needs and preferences are going to vary from agency to agency. In an effort to incorporate flexibility into our program, we have created specific add/delete options which allow the purchaser to tailor the vehicle to their particular wants or needs.

The following equipment delete and add options and their related cost are provided here to assist you in approximating the total cost of the type vehicle(s) you wish to order through this program. Simply deduct the cost of any of the following equipment items you wish deleted from the base unit cost and/or add the cost of any equipment items you wish added to the base unit cost to determine the approximate cost of the type vehicle(s) you wish to order.

NOTE: An official listing of all add/delete options and their prices should be obtained from the appropriate dealer in your zone when preparing your order. Additional add/delete options other than those listed here may be available through the dealers, however, those listed here must be honored by the dealers in your zone at the stated prices.

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|--------------------|--------------|-------------|---------------|---------------|
| VEHICLE: | Fusion (POU) | | | |
| DEALER: | Duval Ford | Duval Ford | Don Reid Ford | Don Reid Ford |
| ZONE: | Western | Northern | Central | Southern |
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Order Code Add Options

Western Central
& Northern & Southern

Please refer to the Emergency Vehicle Lighting Specifications for lightbar descriptions and the awarded dealer pricing..

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|-------------------|--|-------------------------|-------------------------|
| POL ¹ | Vehicle upgrade package - specify | \$1,290.00 ¹ | \$804.00 ² |
| POL ² | POL: MODEL UPGRADE INCLUDES ALL Hybrid Content, Plus 500A Package contents: 6 Speakers, sync and sound, Body-Color Rocker Moldings, Compass, Floor Mats - 2nd Row, Mirrors- Upgraded Exterior Mirrors - Heated - Security Approach Lamps - Turn Signal Indicator, Outside temperature Indicator, Rear A/C and Heat Ducts, Rear Center Armrest w/2cupholders, Seats - EcoCloth - 10-Way Power DriversSeatIncludingPowerLumbar (fore/aft, up/down, tilt, recline, 2-way power lumbar) - 6-Way Power Passenger Seat (fore/aft, up/down with recline), SecuriCode keyless-EntryKeypad, Sirius XM Radio with 6-month Prepaid subscription. ¹ | | |
| 501A ¹ | Seat trim upgrade - specify | \$349.00 ¹ | \$3,163.00 ² |
| 202A ² | Requires model upgrade POL: MODEL UPGRADE INCLUDES ALL 500A PACKAGE CONTENT PLUS: Appearance Package, 17" 10 Spoke Aluminum Wheels, Charcoal Cloth w/Red Stitched Seats, Fog Lamps, Leather-Wrapped Steering Wheel, and Rear Spoiler. Requires DW interior trim code. ¹ LEATHER ² | | |
| | AM/FM radio with single CD | Std | Std |
| | AM/FM radio with 6-disc CD changer in dash | NA | NA |
| 60N ¹ | Navigation system | \$794.00 ¹ | \$2,694.00 ² |
| 60N ² | REQUIRES MODEL UPGRADE TO POL AND 14L. NAVIGATION INCLUDES Voice-Activated with SiriusXM Traffic and Travel Link® with *5 year subscription from vehicle sale date as recorded by dealer. Note: Requires SE Technology Package (14L) \$1094 ¹ | | |
| | "Blue Tooth" connectivity | Std | Std |
| 55M ² | Front and rear carpet floor mats | NC ¹ | \$74.00 ² |
| | INCLUDED IN MODEL UPGRADE PACKAGES. FRONT COME STANDARD. ORDER 55M ALL WEATHER FLOOR MATS FOR \$74 ¹ | | |
| 96B ¹ | Cargo net | \$24.00 ¹ | \$24.00 ² |
| 96B ² | | | |
| | Side air protection | Std | Std |
| | Glass breakage sensor | NA | NA |
| 3K ¹ | Additional Key(s) or Key Fob(s) when applicable. | \$275.00 ¹ | \$250.00 |
| | SIMPLE KEY INCLUDED IN RFC ¹ | | |
| VV ¹ | Vent visors - stick-on style | \$160.00 ¹ | \$250.00 ² |
| DLR ² | | | |
| RS ¹ | Rainshields - flange style | \$160.00 ¹ | \$250.00 ² |
| DLR ² | | | |
| | Wheel locks | NA | \$195.00 |
| N2 ¹ | Nitrogen filled tires including spare tire | \$216.00 ¹ | \$200.00 |
| 153 ¹ | Front license bracket | NC ¹ | NC ² |
| 153 ² | | | |

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| 502A ¹ DLR ² | Optional equipment - specify <i>REQUIRES P0L MODEL UPGRADE AND INCLUDES 500A PACKAGE CONTENT PLUS: SE Technology Package, 2 Driver Configurable 4.2" LCD Displays in Instrument Cluster, 10 Speakers, 110V Power Outlet, Reverse Sensing System, SYNC® with MyFord Touch® - Voice-Activated Communications and Entertainment with 911 assist® & Vehicle Health Reports. Includes SYNC® Services (Traffic reports, GPS based turn-by-turn driving directions and information services. Includes 8" Touch Screen and 2-4.2" configurable screens in instrument cluster) Note: SYNC® Services receive a complimentary one year prepaid subscription (one phone/primary account)¹</i> WINDOW TINT ² | \$2,000.00 ¹ | \$395.00 ² |
| REV SEN ¹ | Optional equipment - specify DEALER INSTALLED REVERSE SENSING ¹ | \$495.00 ¹ | |
| 14L ¹ | Optional equipment - specify <i>SE Technology Package, 2 Driver Configurable 4.2" LCD Displays in Instrument Cluster, 10 Speakers, 110V Power Outlet, Reverse Sensing System, SYNC® with MyFord Touch® - Voice-Activated Communications and Entertainment with 911 assist® & Vehicle Health Reports. Includes SYNC® Services (Traffic reports, GPS based turn-by-turn driving directions and information services. Includes 8" Touch Screen and 2-4.2" configurable screens in instrument cluster) Note: SYNC® Services receive a complimentary one year prepaid subscription (one phone/primary account)¹</i> | \$1,094.00 ¹ | |
| RFC ¹ | Optional equipment - specify <i>Regional freight charge per vehicle for alternative zone purchasing per section 3.54 paragraph A, item 1b. Per terms and specifications 1.14, pre-delivery service inspection and all delivery requirements, plus additional fleet simple key included. Not applicable when agency is domiciled in same zone as the base award. Amount is calculated via statistical algorithm utilizing trending market sales data and median variable freight costs within certain statistical mileage data points within the state of Florida. Any dollar volume credit to this unit cost, where applicable, is derived per section 3.55¹</i> | \$345.00 ¹ | |
| RPO ¹ | Optional equipment - specify <i>Any factory option not listed within specification is eligible for the discount amount indicated as a credit per item off the manufacturer's current MSRP schedule per fleet.ford.com¹</i> | (\$1.00) ¹ | |
| TEMP ¹ DLR ² | Temporary tag | \$6.00 ¹ | \$35.00 ² |
| TX ¹ DLR ² | Transfer existing registration (must provide tag number) <i>Per Florida Statute 320.08, A dealer can only charge the purchaser the actual fees authorized by statute for title and registration transfers. These will be the fees charged by the county tax collector's office for transferring title and registrations. Overcharging of these fees without refunding the overcharge is unlawful and could result in disciplinary action against the dealer's license. The dealer is responsible for refunding the overcharged amount to the purchaser. Private tag agency fees cannot be included in the category of title and registration fees: DHSMV Procedure TL-10. [TL-10: http://www3.flhsmv.gov/DMV/Proc/TL/TL-10.PDF]¹</i> | \$85.00 ¹ | \$150.00 ² |
| TAG ¹ DLR ² | New state tag (specify state, county, city, sheriff, etc.) <i>Per Florida Statute 320.08, A dealer can only charge the purchaser the actual fees authorized by statute for title and registration transfers. These will be the fees charged by the county tax collector's office for transferring title and registrations. Overcharging of these fees without refunding the overcharge is unlawful and could result in disciplinary action against the dealer's license. The dealer is responsible for refunding the overcharged amount to the purchaser. Private tag agency fees cannot be included in the category of title and registration fees: DHSMV Procedure TL-10. [TL-10: http://www3.flhsmv.gov/DMV/Proc/TL/TL-10.PDF]¹</i> | \$145.00 ¹ | \$250.00 ² |
| MP575 ¹ | Maintenance Plan - specify <i>5 Year 75,000 mile Premium Maintenance Plan. 15 service visits at 5000 mile intervals for vehicles with Gas Engine, zero deductible.¹</i> | \$1,860.00 ¹ | |
| MPP675 ¹ | Maintenance Plan - specify <i>6 Year 75,000 mile Premium Maintenance Plan. 15 service visits at 5000 mile intervals for vehicles with Gas Engine, zero deductible.¹</i> | \$1,905.00 ¹ | |
| MPP610 ¹ | Maintenance Plan - specify <i>6 Year 100,000 mile Premium Maintenance Plan. 20 service visits at 5000 mile intervals for vehicles with Gas Engine, zero deductible.¹</i> | \$2,400.00 ¹ | |

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| CB575 ¹ ESP ² | Warranty - specify 5 Yr 75,000 mile zero deductible BASECare plan. 5 Yr 100,000 mile zero deductible use \$2000. Complete pricing schedule available upon request. Prices quoted per FordMoCo Florida Retail ESP April 2015 Pricing Guide ¹ POWERTRAIN CARE 6/100 0 DED ² | \$1,475.00 ¹ | \$1,740.00 ² |
| CE575 ¹ ESP ² | Warranty - specify 5 Yr 75,000 mile zero deductible EXTRACare plan. 5 Yr 100,000 mile zero deductible use \$2425. Complete pricing schedule available upon request. Prices quoted per FordMoCo Florida Retail ESP April 2015 Pricing Guide ¹ BASE CARE 6/100 0 DED ² | \$1,710.00 ¹ | \$2,130.00 ² |
| CP575 ¹ ESP ² | Warranty - specify 5 Yr 75,000 mile zero deductible PREMIUMCare plan. 5 Yr 100,000 mile zero deductible use \$3330. Complete pricing schedule available upon request. Prices quoted per FordMoCo Florida Retail ESP April 2015 Pricing Guide ¹ EXTRA CARE 6/100 0 DED ² | \$2,400.00 ¹ | \$2,585.00 ² |