

**Procurement Department
Buyer Worksheet**

BID #		1.	2.	3.	4.	5.	6.	7.	8.										
5555		Name of Vendor/Company	PARADISE CHEVROLET	PASO ROBLES FORD	FRONTIER FORD	THORSON MOTOR CENTER	GALPIN FORD	FAIRVIEW FORD	FAIRWAY FORD	REYNOLDS BUICK, INC									
Bid Opening		Phone Number	805 642-0111	805 459-2863	408 241-1800	626 795-8851	818 778-2171	909 385-0281	714 579-3828	805 963-1448									
5-Oct-10		Fax Number	805 535-6105	805 239-2683	909 592-5370	888 576-6261	818 756-3439	909 385-0292	714 579-3864	805 963-0448									
Buyer		City	VENTURA	PASO ROBLES	SANTA CLARA	PASADENA	NORTH HILLS	SAN BERNARDINO	PLACENTIA	COVINA									
Maria Moreno		Quoted By	BOB LEWIS	CHARLIE MCCARREN	V. HARPER & M. LAKE	JOHN WILTSEY	PHILIP ENGLANDER	TODD EFF	MANNY HERNANDEZ	JOHN F. SLAVIN									
		Payment Terms	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS									
		Payment Discount	NONE	NONE	\$500.00/VEHICLE/30 DAYS	\$200.00 PER UNIT	NONE	NONE	NONE	2%									
		FOB Point	DESTINATION	DESTINATION	DESTINATION	DESTINATION	DESTINATION	DESTINATION	DESTINATION	DESTINATION									
		Availability (in days)	6 - 8 WEEKS	90-120 DAYS	UP TO 150 DAYS	150 DAYS	120 DAYS	EST. 90 DAYS	8-14 WEEKS	60 - 90 DAYS									
Item	Qty	U/M	Description	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL		
1	1	EA	New 2011 Ford Flex K5B 4 Door SE FWD, Per Specification #T11-2906	NO BID	NO BID	\$ 25,485.00	\$ 25,485.00	\$ 26,110.00	\$ 26,110.00	NO BID	NO BID	\$ 26,437.20	\$ 26,437.20	\$ 25,198.00	\$ 25,198.00	\$ 25,059.00	\$ 25,059.00	\$ 26,734.69	\$ 26,734.69
2	4	EA	New 2011 Ford Fusion POH 4 Door Sedan SE FWD Per Specification #T11-2FF	NO BID	NO BID	\$ 18,190.00	\$ 72,760.00	\$ 18,480.00	\$ 73,920.00	NO BID	NO BID	\$ 18,343.38	\$ 73,373.52	\$ 17,696.00	\$ 70,784.00	\$ 18,157.00	\$ 72,628.00	NO BID	NO BID
3	4	EA	New 2011 Mini Sport Utility 4 Door Ford Escape Hybrid Electric FWD or Equal Per Specification #T11-13H	NO BID	NO BID	\$ 27,682.00	\$ 110,728.00	\$ 28,240.00	\$ 112,960.00	NO BID	NO BID	\$ 27,835.73	\$ 111,342.92	\$ 27,397.00	\$ 109,588.00	\$ 28,664.00	\$ 114,656.00	NO BID	NO BID
4	3	EA	New 2011 Mini Sport Utility 4 Door 4WD Ford Escape Hybrid Electric or Equal Per Specification #T11-14H	NO BID	NO BID	\$ 29,505.00	\$ 88,515.00	\$ 30,100.00	\$ 90,300.00	NO BID	NO BID	\$ 29,658.73	\$ 88,976.19	\$ 29,198.00	\$ 87,594.00	\$ 29,404.00	\$ 88,212.00	NO BID	NO BID
5	2	EA	New 2011 Ford Ranger R1F 4WD Super Cab 126" WB XL or Equal Per Specification #T11-15EX4 ADD FOR: 6.1 - Power Windows	\$ 19,722.00	\$ 40,594.00	\$ 18,320.00	\$ 36,640.00	\$ 18,700.00	\$ 38,180.00	\$ 19,299.44	\$ 39,296.88	\$ 18,538.20	\$ 37,876.40	\$ 18,097.00	\$ 36,194.00	\$ 18,486.00	\$ 38,362.00	\$ 19,091.84	\$ 39,000.00
				\$ 575.00		NO BID		\$ 390.00		\$ 349.00		\$ 400.00		NO BID		\$ 695.00		\$ 408.16	
				\$ 20,297.00				\$ 19,090.00		\$ 19,648.44		\$ 18,938.20				\$ 19,181.00		\$ 19,500.00	
6	40	EA	New 2011 Ford Ranger R1A 2WD Reg Cab 112" WB XL or Equal Per Specification #T11-15 ADD FOR: 6.1 - Power Windows	\$ 15,215.36	\$ 631,614.40	\$ 13,085.00	\$ 523,400.00	\$ 13,620.00	\$ 560,400.00	\$ 15,030.19	\$ 615,167.60	\$ 13,188.20	\$ 543,528.00	\$ 13,097.00	\$ 523,880.00	\$ 14,200.00	\$ 595,800.00	\$ 14,897.96	\$ 612,244.80
				\$ 575.00		NO BID		\$ 390.00		\$ 349.00		\$ 400.00		NO BID		\$ 695.00		\$ 408.16	
				\$ 15,790.36				\$ 14,010.00		\$ 15,379.19		\$ 13,588.20				\$ 14,895.00		\$ 15,306.12	
7	5	EA	New 2011 Ford Ranger R1E 2WD Super Cab 126" WB XL or Equal Per Specification #T11-15EX ADD FOR: 6.1 - Power Windows	\$ 16,653.20	\$ 86,141.00	\$ 15,875.00	\$ 79,375.00	\$ 16,400.00	\$ 83,950.00	\$ 15,797.76	\$ 80,733.80	\$ 16,214.20	\$ 83,071.00	\$ 15,894.00	\$ 79,470.00	\$ 15,900.00	\$ 82,975.00	\$ 15,959.18	\$ 81,836.70
				\$ 575.00		NO BID		\$ 390.00		\$ 349.00		\$ 400.00		NO BID		\$ 695.00		\$ 408.16	
				\$ 17,228.20				\$ 16,790.00		\$ 16,146.76		\$ 16,614.20				\$ 16,595.00		\$ 16,367.34	
8	16	EA	New 2011 Ford Focus SE Model P3F 4 Door Sedan or Equal Per Specification #T11-1N-PZEV *** 2012 - 2011 Focus is Built Out	NO BID	NO BID					NO BID	NO BID	\$ 13,750.38	\$ 220,006.08	NO BID	NO BID			NO BID	NO BID
						***		***								***			
						\$ 15,375.00	\$ 246,000.00	\$ 14,900.00	\$ 238,400.00							\$ 14,693.00	\$ 235,088.00		
Subtotal					\$ 758,349.40		\$ 1,182,903.00		\$ 1,224,220.00		\$ 735,198.28		\$ 1,184,611.31		\$ 932,708.00		\$ 1,252,780.00		\$ 759,816.19
Sales Tax (8.25%)					\$ 62,563.83		\$ 97,589.50		\$ 97,904.40		\$ 59,416.36		\$ 97,730.43		\$ 76,948.41		\$ 103,354.35		\$ 61,431.14
Freight (less billing terms)									\$ 37,500.00		\$ 15,000.00								\$ 15,196.32
Other																			
Evaluation Total					\$ 820,913.23		\$ 1,280,492.50		\$ 1,284,624.40		\$ 779,614.64		\$ 1,282,341.74		\$ 1,009,656.41		\$ 1,356,134.35		\$ 806,051.01

**Procurement Department
Buyer Worksheet**

BID #		9.		10.		11.		12.		13.		14.		15.			
5555		Name of Vendor/Company		REDLANDS FORD		BARBER FORD		VISTA FORD OF OXNARD		SOUTH BAY FORD		THEODORE ROBINS FORD		MCPEEK'S DODGE OF ANAHEIM		WONDRIES FLEET GROUP	
Bid Opening		Phone Number		909 793-3211		805 642-6701		805 983-6511		310 706-6082		949 488-0338		714 254-2615		626 427-5590	
5-Oct-10		Fax Number		909 307-3675		805 289-1171		805 983-2140		310 706-6083		949 515-1325		714 254-2614		626 457-5593	
Buyer		City		REDLANDS		VENTURA		OXNARD		HAWTHORNE		COST MESA		ANAHEIM		ALHAMBRA	
Maria Moreno		Quoted By		JERRY TIMPER		JAN HARMONSON		BOB ARCHULETA		TRUMAN E. WILLIAMS		GREG PLACE		ROGER BOYLE		MIKE LADNER	
		Payment Terms		30 DAYS		30 DAYS		30 DAYS		30 DAYS		30 DAYS		30 DAYS		30 DAYS	
		Payment Discount		NONE		NONE		NONE		2%		10%		NONE		10%	
		FOB Point		DESTINATION		DESTINATION		DESTINATION		DESTINATION		DESTINATION		DESTINATION		DESTINATION	
		Availability (in days)		90 - 120 DAYS		EST. 60 DAYS		90 - 120 DAYS		90 - 120 DAYS		180 DAYS		120 DAYS		60-280 DAYS	
Item	Qty	U/M	Description	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL	U/P	TOTAL
1	1	EA	New 2011 Ford Flex K5B 4 Door SE FWD, Per Specification #T11-2906	\$ 26,400.00	\$ 26,400.00	\$ 25,450.00	\$ 25,450.00	\$ 25,940.00	\$ 25,940.00	\$ 25,760.41	\$ 25,760.41	\$ 27,926.33	\$ 27,926.33	NO BID	NO BID	\$ 28,038.90	\$ 28,038.90
2	4	EA	New 2011 Ford Fusion POH 4 Door Sedan SE FWD Per Specification #T11-2FF	\$ 18,406.00	\$ 73,624.00	\$ 17,450.00	\$ 69,800.00	\$ 17,887.00	\$ 71,548.00	\$ 18,113.35	\$ 72,453.40	\$ 19,600.09	\$ 78,400.36	NO BID	NO BID	\$ 19,713.34	\$ 78,853.36
3	4	EA	New 2011 Mini Sport Utility 4 Door Ford Escape Hybrid Electric FWD or Equal Per Specification #T11-13H	\$ 27,898.00	\$ 111,592.00	\$ 26,940.00	\$ 107,760.00	\$ 27,500.00	\$ 110,000.00	\$ 28,291.26	\$ 113,165.04	\$ 30,369.37	\$ 121,477.48	NO BID	NO BID	\$ 30,313.82	\$ 121,255.28
4	3	EA	New 2011 Mini Sport Utility 4 Door 4WD Ford Escape Hybrid Electric or Equal Per Specification #T11-14H	\$ 29,721.00	\$ 89,163.00	\$ 28,770.00	\$ 86,310.00	\$ 29,323.00	\$ 87,969.00	\$ 29,862.68	\$ 89,588.04	\$ 32,113.81	\$ 96,341.43	NO BID	NO BID	\$ 32,024.93	\$ 96,074.79
5	2	EA	New 2011 Ford Ranger R1F 4WD Super Cab 126" WB XL or Equal Per Specification #T11-15EX4 ADD FOR: 6.1 - Power Windows	\$ 15,370.00	\$ 30,740.00	\$ 16,850.00	\$ 33,700.00	\$ 17,954.00	\$ 36,848.00	\$ 18,372.14	\$ 37,544.28	\$ 20,020.78	\$ 41,941.56	\$ 20,007.00	\$ 40,014.00	\$ 19,984.45	\$ 42,524.90
			Inc Power Windows					\$ 470.00		\$ 400.00		\$ 950.00		Included		\$ 1,278.00	
						N/A		\$ 18,424.00		\$ 18,772.14		\$ 20,970.78				\$ 21,262.45	
6	40	EA	New 2011 Ford Ranger R1A 2WD Reg Cab 112" WB XL or Equal Per Specification #T11-15 ADD FOR: 6.1 - Power Windows	\$ 20,838.00	\$ 833,520.00	\$ 12,500.00	\$ 520,640.00	\$ 14,287.00	\$ 590,280.00	\$ 13,232.35	\$ 543,294.00	\$ 14,437.44	\$ 600,497.60	\$ 15,834.00	\$ 633,360.00	\$ 14,401.12	\$ 625,044.80
			Inc Power Windows											N/A			
						\$ 516.00		\$ 470.00		\$ 350.00		\$ 575.00				\$ 1,225.00	
						\$ 13,016.00		\$ 14,757.00		\$ 13,582.35		\$ 15,012.44				\$ 15,626.12	
7	5	EA	New 2011 Ford Ranger R1E 2WD Super Cab 126" WB XL or Equal Per Specification #T11-15EX ADD FOR: 6.1 - Power Windows	\$ 18,159.00	\$ 90,795.00	\$ 14,100.00	\$ 70,500.00	\$ 15,866.00	\$ 81,680.00	\$ 16,080.31	\$ 82,151.55	\$ 17,260.78	\$ 90,428.90	\$ 17,163.00	\$ 85,815.00	\$ 17,555.56	\$ 93,902.80
			Inc Power Windows														
						N/A		\$ 470.00		\$ 350.00		\$ 825.00		Included		\$ 1,225.00	
								\$ 16,336.00		\$ 16,430.31		\$ 18,085.78				\$ 18,780.56	
8	16	EA	New 2011 Ford Focus SE Model P3F 4 Door Sedan or Equal Per Specification #T11-1N-PZEV *** 2012 - 2011 Focus is Built Out	NO BID	NO BID									\$ 17,907.00	\$ 286,512.00		
						***		***		***		***				***	
						\$ 13,000.00	\$ 208,000.00	\$ 14,829.00	\$ 237,264.00	\$ 15,123.55	\$ 241,976.80	\$ 15,718.98	\$ 251,503.68			\$ 15,627.78	\$ 250,044.48
Subtotal					\$ 1,255,834.00		\$ 1,122,160.00		\$ 1,241,529.00		\$ 1,205,933.52		\$ 1,308,517.34		\$ 1,045,701.00		\$ 1,335,739.31
Sales Tax (8.25%)					\$ 103,606.31		\$ 92,578.20		\$ 102,426.14		\$ 97,499.73		\$ 97,157.41		\$ 86,270.33		\$ 99,178.64
Freight (less billing terms)											\$ 24,118.67		\$ 130,851.73				\$ 133,573.93
Other																	
Evaluation Total					\$ 1,359,440.31		\$ 1,214,738.20		\$ 1,343,955.14		\$ 1,279,314.57		\$ 1,274,823.02		\$ 1,131,971.33		\$ 1,301,344.02