

BIDDER'S NAME: Swanson Fahoney Ford
(Submit with Bid Proposal)

BIDDER'S CHECKLIST

PRODUCT PURCHASE CONTRACT FOR

NEW 2017 FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS

Bid File No. 3576

SUBMIT THIS BIDDER'S CHECKLIST WITH YOUR BID DOCUMENTS. Bidders shall complete and submit all documents marked with an "X" in the "REQUIRED" column. Documents required on the checklist but not included may render your bid nonresponsive and ineligible for award. Bids received by the City by the scheduled bid opening time will be opened and publicly read but are subject to verification that all the required documents have been submitted. Copies of Bid Deposits may be submitted electronically and separate, with the exception of a cashier's check, which must be brought to the Purchasing Manager's office and labeled accordingly with bid number.

REQUIRED

- 1. **BID PROPOSAL PAGES** 1.0 through 1.3.
- 2. **BID DEPOSIT** attached to front of Proposal or submitted electronically in the form of:
 - Certified Check
 - Cashier's Check
 - Certificate of Deposit
 - Bidder's Bond
 - Irrevocable Ltr of Credit
 - Annual Bidder's Bond

Note: Company Checks are NOT acceptable

- 3. **CERTIFICATION FOR LOCAL PREFERENCE**, if applicable, page 1.4.
- 4. **SIGNATURE PAGES** 1.5 and 1.6.
- 5. **ADDENDA** - Signature page of all Addenda issued, if applicable. Addenda No. 1 to 2 (Enter numbers).
- 6. **LITERATURE/STANDARD WARRANTY.** As required on page 5.0, paragraph (d), any applicable manufacturer's Published Price List or website, and two copies, if attached to paper copy, of the manufacturer's descriptive literature and specifications or website, including a copy of the manufacturer's standard warranty.
- 4. **EXHIBITS PAGES** 5.3 through 5.5.

SUBMITTED BY:

Name of Company Swanson Fahoney Ford Contact Name Ken Pattiello

Address 3105 Highland Ave. City Selma State CA Zip 93662

Phone No. (559) 896-9121 Fax No. N/A

E-Mail Address: kenp@fahoneygroup.com

BIDDER'S NAME: Svensson Fabricry Farm
(Submit with Bid Proposal)

BID PROPOSAL

PRODUCT PURCHASE CONTRACT FOR

NEW 2017 FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS

Bid File No. 3576

TO: THE PURCHASING MANAGER OF THE CITY OF FRESNO

The undersigned Bidder hereby proposes to furnish to the City of Fresno, in accordance with the Specifications annexed hereto and made a part hereof, the following item(s) **delivered F.O.B. Destination, Freight Prepaid & Allowed, to the jobsite(s) as specified in the Special Conditions of these Specifications**, and at the prices set forth in the following bid item(s):

<u>BID ITEM</u>	<u>QTY</u>	<u>DESCRIPTION</u>	<u>UNIT PRICE</u>	<u>TOTAL PRICE</u>
1.	11 ea.	FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS (Per Specifications)	\$ <u>19,060</u>	\$ <u>209,660⁰⁰</u>
2.	11 ea.	CA Tire Fee <i>Non-Taxable</i>	\$ <u>8.75</u>	\$ <u>96²⁵</u>
SUBTOTAL:				\$ <u>209,756²⁵</u>
Sales Tax 7.975%:				\$ <u>16,720³⁹</u>
Total Net Bid Amount:				\$ <u>226,476⁶⁴</u>

The Total Net Bid Amount is Two hundred twenty six thousand
four hundred seventy six Dollars and sixty four Cents.

The actual number of vehicles purchased will be based upon the overall availability of local and federal funds.

Completion of Bid Proposal Form to be Eligible for Award. Bidders must bid all bid items within a section (including any Alternates). The Bidder is non-responsive and ineligible for award in the event Bidder fails to initial this paragraph on the line provided and completely fill in the Bid Proposal Form including, without limitation, all dollar amounts and information called for on this Bid Proposal Form. By his/her initials to the right hereof, Bidder represents he/she has read and understands the consequences of not completely filling in this Bid Proposal Form.

J.P.
Initial

CONTRACT QUANTITIES. The City reserves the right to increase or decrease quantities in accordance with available funds as appropriated by the City Council. If the City Council has not appropriated funds or sufficient funds are not available to complete the purchase, the City reserves the right to decrease quantities to stay within the budget limitations.

ADDENDA. The City makes a concentrated effort to ensure any addenda issued relating to these specifications are distributed to all interested parties. It shall be the Bidder's responsibility to inquire as to whether any addenda to the Specifications have been issued. Upon issuance by the City, all Addenda are part of the Bid Proposal. Signing the Bid Proposal on the signature page thereof shall also constitute signature on all Addenda.

PRECEDENCE OF BID PRICES. In the event of discrepancies between the bid total, summaries of totals and unit price extensions, the unit price correctly extended will control over the summaries of totals, and the summaries of totals correctly added will control over the total, whether the summaries of totals are extended unit prices or lump sums.

RIGHT TO REJECT ANY AND ALL BIDS. The City reserves the right to reject any and all bids.

TIME PERIOD TO AWARD/REJECT BIDS. The undersigned Bidder agrees that the City may have **90 DAYS** from the date bids are opened to accept or reject this Bid Proposal. It is further understood that if the Bidder to whom any award is made fails to enter into a Contract as provided in the Specifications, award may be made to the next lowest responsive and responsible Bidder, who shall be bound to perform as if he/she had received the award in the first instance. No Bid Proposal may be withdrawn prior to award within that time.

AWARD OF CONTRACT. When bids are submitted to the Council, the award will be made to the lowest responsive and responsible bidder, subject to the right to reject any and all bids, pursuant to Fresno Municipal Code section 4-102.

MINOR IRREGULARITIES. The City of Fresno reserves the right to waive any informality or minor irregularity that does not have a monetary consideration when it is in the best interest of the public and of the City to do so. A discrepancy that offers a Bidder an unfair advantage will cause the bid to be nonresponsive.

TIEBREAKER. In the event a tiebreaker is needed to establish the lowest responsive and responsible Bidder, the City shall, unless otherwise agreed upon by all participating parties, utilize a coin toss as a tiebreaker to be administered by a third party chosen by mutual consent of the participants. Such coin toss shall take place within 7 working days from the date of bid opening. If the City determines that a tiebreaker is necessary, each applicable Bidder agrees to participate or to indemnify the City in any litigation resulting from the utilization of the tiebreaker. If a Bidder refuses to timely participate, the City shall conduct the coin toss in a manner determined by the City to be fair to all and the results of such coin toss shall be final.

BIDDER'S NAME: Swanson Fabrey Ford
(Submit with Bid Proposal)

BID DEPOSIT

Accompanying this bid proposal, if paper copy, is a Bid Deposit in the amount of **TEN PERCENT (10%)** of the Total Net Bid amount (or, in bids with Add Alternates, the highest possible combination of the Base Bid plus Add Alternates) in the following form:

- | | |
|--|---|
| <input type="checkbox"/> Certified Check | <input type="checkbox"/> Bidder's Bond |
| <input checked="" type="checkbox"/> Cashier's Check <i>\$500 per addendum #1</i> | <input type="checkbox"/> Irrevocable Letter of Credit |
| <input type="checkbox"/> Certificate of Deposit | <input type="checkbox"/> Annual Bidder's Bond |

Copies of Bid Deposits may be submitted electronically, with the exception of a cashier's check, which must be brought to the Purchasing Manager's office and labeled accordingly with bid number.

Note: Company Checks are NOT acceptable

which is deposited by the undersigned Bidder with the City of Fresno as a guarantee that the Bidder, if awarded all or part of the Contract, will, within 15 calendar days (except in the event federal funding is applicable to this Contract, then 10 working days) from the date the Notice of Award is mailed to the Bidder, execute and return a Contract furnished by the City. If the Deposit is in the form of an Annual Bidder's Bond, the bond must be heretofore registered with the Purchasing Manager and must be in the amount of **TEN PERCENT (10%)** of the Total Net Bid Amount (or, in bids with Add Alternates, the highest possible combination of the Base Bid plus Add Alternates) in the following form:

Such Deposit is made with the understanding that failure to execute such Contract will result in damage to the City, that the amount of such damage would be difficult to determine and that in the event of such default said Deposit shall become the property of the City; or, if a Bidder's Bond is deposited, the amount of the obligation thereof, but not more than the above stated amount, shall thereupon be due and payable to the City of Fresno as liquidated damages for such default, payment of said amount to be the joint and several obligation of the Bidder and the corporate surety.

BUSINESS LOCATION

The undersigned Bidder does not maintain a place of business in the City of Fresno.

The undersigned Bidder maintains a place of business in the City of Fresno at:

_____ Fresno, CA _____

BUSINESS LICENSE

The undersigned bidder has a current City of Fresno Business License Number:

BIDDER'S NAME: Svensson Faberay Ford
(Submit with Bid Proposal, if applicable)

CERTIFICATION FOR LOCAL PREFERENCE

PRODUCT PURCHASE CONTRACT FOR:
NEW 2017 FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS

Bid File No. 3576

We certify that we qualify as a local business pursuant to Fresno Municipal Code section 4-108(a).

Location of Business:
Please provide street address
(PO Box is not acceptable)

Primary Office
Branch Office
(Please mark as applicable)

Address: 3105 Highland Ave.
Selma CA 93662

Phone: (559) 896-4121

We certify that we qualify as a local business pursuant to Fresno Municipal Code sections 4-108(a) and (b).

Location of Business:
Please provide street address
(PO Box is not acceptable)

Primary Office
Branch Office
(Please mark as applicable)

Address: _____

Phone: _____

Provide total number of employees (includes employees of fixed primary and any branch offices of Bidder): _____

The average annual gross receipts over the previous three calendar years to the city inviting bids herein (includes gross receipts of fixed primary and any branch offices of Bidder)
\$ _____

Small Business Certification issued by the State of California
Certification Number: _____ Date of expiration: _____

The undersigned Bidder hereby declares under penalty of perjury under the laws of the State of California that the information contained on this CERTIFICATION FOR LOCAL PREFERENCE is correct and complete.

The above Certification is part of the Bid Proposal. Signing this Bid Proposal on the signature page thereof shall also constitute signature of this Certification.

Bidders are cautioned that making a false certification may subject the certifier to criminal prosecution

BIDDER'S NAME: Swanson Faberrey Bond
(Submit with Bid Proposal)

SIGNATURE PAGE

By my signature on this Bid Proposal I certify, under penalty of perjury, that the foregoing statements, pages 1.1 through 1.5, and those contained herein are true and correct.

BID SUBMITTED BY:

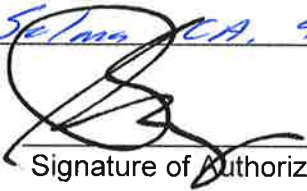
(Please follow the instructions for each line, as explained below.)

(1) Swanson Faberrey Bond Sales Inc. (559) 896-4121 ()
Bidding Firm Phone Fax

(2) Corp: State of Incorporation: California
 Individual
 Partnership
 Other: _____

(3) 3105 Highland Ave.
Business Address

Selma CA 93662
City State Zip Code

(4) By: 
Signature of Authorized Person

Gerald R. Faberrey - President/Secretary
Type or Print Name of Authorized Person and Title

Federal Tax I.D. No.: 94-2188636 Date: 11/27/12

INSTRUCTIONS FOR SIGNATURE PAGE

LINE 1: The name of the Bidder must be the same as that under which a license is issued, if a license is required. If the Bidder is a corporation, enter the exact name of the corporation under which it is incorporated; if Bidder is an individual, enter name; if Bidder is an individual operating under a trade name, enter name and dba (trade name in full); if a partnership, enter the correct trade style of the partnership; if a joint venture, enter exact names of entities joining in the venture.

LINE 2: Identify here the character of the name shown under (1), i.e., corporation (including state of incorporation), individual, partnership, or joint venture.

LINE 3: Enter the address to which all communications and notices regarding the Bid Proposal and any Contract awarded thereunder are to be addressed.

LINE 4: (a) If the Bidder is a corporation, the Bid Proposal must be signed by an officer or employee authorized to sign Contracts on behalf of the corporation evidenced by inclusion of one of the following certified by the secretary of the corporation, authorizing the officer or employee to sign contracts (sample certification attached): a copy of the Articles of Incorporation, a copy of the Bylaws, a copy of the Board Resolution or Minutes authorizing the officer or employee to sign Contracts.

BIDDER'S NAME: Swanson Fabry Fund
(Submit with Bid Proposal)

(b) If Bidder is an individual, he/she must sign the Bid Proposal, or if the Bid Proposal is signed by an employee or agent on behalf of the Bidder, a copy of a power of attorney must be on file with the City of Fresno prior to the time set for the opening of the bids or must be submitted with the Bid Proposal.

(c) If the Bidder is a partnership, the Bid Proposal must be signed by all general partners; or by a general partner(s) authorized to sign Contracts on behalf of the partnership evidenced by inclusion of either a copy of the Partnership Agreement or a recorded Statement of Partnership.

(d) If the Bidder is a joint venture, the Bid Proposal must be signed by all joint venturers; or by a joint venturer(s) authorized to sign Contracts on behalf of the joint venture evidenced by inclusion of either a copy of the Joint Venture Agreement or a recorded Statement of Joint Venture; and if the joint venturer(s) is a corporation or a partnership signing on behalf of the Joint Venture, then Paragraphs (a) and c) above apply respectively.


Where Bidder is a partnership or a corporation, the names of all other general partners, or the names of the president and secretary of the corporation, and their business addresses must be typewritten below:

NAME	ADDRESS
<u>Gerald R. Fabrey - Pres/Sec</u>	<u>3105 Highland Ave. Selma Ca 93662</u>
<u>Don W. Fabrey - VP/Sec-Treas</u>	<u>3105 Highland Ave. Selma CA 93662</u>

NOTE: All addresses must be complete with street number, City, State and Zip Code.

SAMPLE CERTIFICATION

I, Gerald R. Fabrey, certify that I am the secretary
Name
of the corporation named herein; that Gerald R. Fabrey who signed this
Name
Bid Proposal on behalf of the corporation, was then President/Secretary of
Title
said corporation; that said Bid Proposal is within the scope of its corporate powers and was
duly signed for and on behalf of said corporation by authority of its governing body, as evidenced
by the attached true and correct copy of the Articles of Incorporation and Board Minutes
Name of Corporate Document

By:  _____

Name: Gerald R. Fabrey - President/Secretary
Title: Secretary

Date: 11/22/17

CITY OF FRESNO SPECIFICATIONS
PRODUCT PURCHASE CONTRACT FOR
NEW 2017 FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS
BID FILE NUMBER: 3576

TECHNICAL SPECIFICATIONS

GENERAL

(a) It is the purpose and intent of these Specifications to describe the minimum requirements for **ELEVEN (11) NEW 2017 MODEL YEAR OR NEWER FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS** to be used by the OPERATIONS Division of the TRANSPORTATION Department within the City of Fresno.

(b) All items not specifically mentioned which are required for a complete unit shall be included in the unit bid price.

(c) All equipment and accessories to be furnished must be new and in current production. All products shall conform in design, strength, quality of material and workmanship to current industry standards.

(d) Each bid shall be accompanied by a copy of any applicable manufacturer's Published Price List or website, and two copies of the manufacturer's descriptive literature and specifications or website, including a copy of the manufacturer's standard warranty.

(e) All equipment and accessories shall comply with regulations of the Federal Occupational Safety and Health Administration (OSHA) and the California Occupational Safety and Health Administration (Cal/OSHA), whichever is more restrictive.

If a Bidder is unable to meet the specifications, or comply with any condition described herein, they shall complete the attached "Exhibit A" and submit to the Purchasing Division to the scheduled bid opening. It shall be solely the responsibility of the Bidder to ensure that the Purchasing Division has been notified, prior to the bid opening, of the Bidder's inability to meet the specifications.

Prior to delivery, all equipment shall be completely inspected, and services performed as prescribed by the manufacturer(s).

EXPLANATION OF BID ITEMS

Where specific part numbers/product names are used, either on the bid proposal pages or in these technical conditions, it is not done so to eliminate properly qualified products from competition, but as a method of setting standards for quality and functionality of the items to be purchased.

It is hereby understood and agreed by all bidders that all bids will be based only upon products specified herein by the City. Bidders who bid products not specified or not approved by addendum will not be eligible for award.

The City of Fresno has not specified a preferred brand, make, or model for the following specifications. However all vehicles to be provided by the Bidder shall be of the same make and model for consistency purposes and the need of the City of Fresno to obtain a homogenous Fleet. Mixed and matched vehicles of different years, makes, and models will not be considered for award.

1. GENERAL DESCRIPTION:

- yes* a. The unit(s) furnished shall be **NEW 2017 MODEL YEAR OR NEWER FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS**. The unit(s) shall be equipped with all manufacturer's standard equipment, and/or options, as required to comply with these specifications.
- yes* b. **Each FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS** furnished shall have equipment specifications that meet the following minimum requirements:

2. ENGINE/MECHANICAL:

- yes* a. Engine: 1.4 L, In-Line 4-Cylinder, 16-Valve DOHC
 - 1. Displacement: 1.4 L
 - 2. Induction System: Naturally Aspirated, Multi-Point
 - 3. Fuel Type: 87 Octane Unleaded Gasoline
 - 4. Horsepower: 109 hp. @ 6,000 rpm
 - 5. Torque: 107 lbs.-ft. @ 4,400 rpm
- yes* b. Emissions Rating: California/CARB/OBD II
- yes* c. Transmission: Continuously Variable Transmission (CVT) or 6-Speed Automatic w/ Overdrive
- yes* d. Drivetrain: Front-Wheel Drive (FWD)
- yes* e. Steering System: Power Assist
- yes* f. Braking System: Power Brake Assist
- yes* g. Front Brakes: Vented Disc
- yes* h. Rear Brakes: Solid Disc/Drum
- yes* i. ABS: 4 Wheel
- yes* j. Wheels: 16" Steel

3. WARRANTY:

- yes* a. Bumper-to-Bumper: 3 yrs./36,000 mi.
- yes* b. Powertrain: 5 yrs./60,000 mi.
- yes* c. Safety Restraint System: 5 yrs./60,000 mi.
- yes* d. Corrosion: 5 yrs. /Unlimited mi.
- yes* e. Roadside Assistance Program: 5 yrs./60,000 mi.

4. WEIGHTS/CAPACITIES:

- yes* a. Fuel Tank: 10 gal.
- yes* b. Seating: 1 Driver, 4 Passengers w Center Console
- yes* c. Front Legroom: 41 cu. ft.
- yes* d. Front Headroom: 38 cu. ft.
- yes* e. Front Hip Room: 48 cu. ft.
- yes* f. Front Shoulder Room: 51 cu. ft.

- Yes g. Rear Legroom: 36 cu. ft.
- Yes h. Rear Headroom: 36 cu. ft.
- Yes i. Rear Hip Room: 43 cu. ft.
- Yes j. Rear Shoulder Room: 51 cu. ft.

5. EXTERIOR:

- Yes a. Color: Oxford White with Clear Coat
- Yes b. Doors: 4 Door

6. INTERIOR:

- NO a. Color: Standard Dark Grey or Charcoal Fabric
- Yes b. Seating:
 1. Front: Bucket Seats, Cloth
 2. Rear: Bench Seat, Cloth
- Yes c. Floor Covering: Carpet w/ heavy Duty Rubber Mats
- Yes d. Radio: AM/FM with Clock
- Yes e. Climate Control: Factory-Installed Air Conditioning/Heater (CFC Free)
- Yes f. Keys: 4 key sets (4 remote transmitters if remote entry-equipped)

7. BASIC DELIVERY REQUIREMENTS:

The following documents and literature shall be delivered with the equipment,

- Yes a. **Separate Warranty packet with detail listing of all warranty terms and applicable equipment.**
- Yes b. **Separate specific listing of Maintenance items by part #: oil filter, air filter, belts, hoses, specific fluids and vehicle capacities.**

8. BIDDER AND MANUFACTURER RESPONSIBILITIES:

- Yes a. All repetitious failures encountered on any part or system of the vehicle during the Warranty Period, and not repaired or modified to the City of Fresno's satisfaction, shall continue to be covered under Warranty until such a time the City of Fresno is satisfied that the problem is corrected.
- Yes b. Upon delivery of the Unit, the City shall have fifteen (15) days for evaluation and verification of compliance with these Specifications.
- Yes c. No dealer identification decals or stickers shall be attached to the unit.
- Yes d. The bid price shall include all costs, including, but not limited to, the delivery of the completed unit to the FAX Maintenance, 2223 "G" Street, Fresno, CA 93706. Each unit shall be registered as follows:

City of Fresno – Department of Transportation/FAX
 2223 "G" Street
 Fresno, CA 93706

The City of Fresno is DMV fee exempt and requires that the successful bidder process all necessary DMV documents for exempt license plates to be issued.

BIDDER'S NAME: Swanson Fabry Ford
(Submit with Bid Proposal)

EXHIBIT "A"

SUBSTITUTIONS OR DEVIATIONS FROM SPECIFICATIONS

PROJECT: ELEVEN (11) FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS

BID FILE #: 3576

If you are unable to fully conform to the specifications, have deviations to the specifications, or are unable to comply with any condition herein described; you must contact the Designated Buyer for the Purchasing Division (see cover page), and submit this form prior to the scheduled bid opening. Reference the requirement you are unable to comply with, and explain any deviation or exceptions below. If necessary, an appropriate addendum will be issued to all bidders stating revisions, deletions, or additions to be made to the Specifications as a result of any inquiries. The City will not be responsible for verbal responses made by parties other than the Purchasing Manager or their designee.

REFERENCE	REMARKS
<u>6.9:</u>	<u>Cloth Interior will be "Med-List Stone."</u>

BIDDER'S NAME: Swanson Fabrigar Fund
(Submit with Bid Proposal)

EXHIBIT "B"

CERTIFICATION REQUIREMENT FOR PROCUREMENT OF STEEL, IRON, OR MANUFACTURED PRODUCTS.

Certificate of Compliance with 49 U.S.C. 5323(j)(1)

The bidder or offeror hereby certifies that it will meet the requirements of 49 U.S.C. 5323(j)(1) and the applicable regulations in 49 CFR Part 661.5.

Date: 11/22/17

Signature: [Signature]

Company Name: Swanson Fabrigar Fund

Title: President

Certificate of Non-Compliance with 49 U.S.C. 5323(j)(1)

The bidder or offeror hereby certifies that it cannot comply with the requirements of 49 U.S.C. 5323(j)(1) and 49 C.F.R. 661.5, but it may qualify for an exception pursuant to 49 U.S.C. 5323(j)(2)(A), 5323(j)(2)(B), or 5323(j)(2)(D), and 49 C.F.R. 661.7.

Date: _____

Signature: _____

Company Name: _____

Title: _____

Certification requirement for procurement of buses, other rolling stock and associated equipment.

Certificate of Compliance with 49 U.S.C. 5323(j)(2)(C).

The bidder or offeror hereby certifies that it will comply with the requirements of 49 U.S.C. 5323(j)(2)(C) and the regulations at 49 C.F.R. Part 661.11.

Date: _____

Signature: _____

Company Name: _____

Title: _____

Certificate of Non-Compliance with 49 U.S.C. 5323(j)(2)(C)

The bidder or offeror hereby certifies that it cannot comply with the requirements of 49 U.S.C. 5323(j)(2)(C) and 49 C.F.R. 661.11, but may qualify for an exception pursuant to 49 U.S.C. 5323(j)(2)(A), 5323(j)(2)(B), or 5323(j)(2)(D), and 49 C.F.R. 661.7.

Date: 11/22/17

Signature: [Signature]

Company Name: Swanson Fabrigar Fund

Title: President

BIDDER'S NAME: Swanson Fabury Ford
(Submit with Bid Proposal)

EXHIBIT "C"

CERTIFICATION OF COMPLIANCE WITH FTA'S VEHICLE TESTING REQUIREMENTS

The undersigned [Seller/Manufacturer] certifies that the vehicle offered in this procurement complies with 49 U.S.C. A 5323(c) and FTA's implementing regulation at 49 CFR Part 665.

The undersigned understands that misrepresenting the testing status of a vehicle acquired with Federal financial assistance may subject the undersigned to civil penalties as outlined in the Department of Transportation's regulation on Program Fraud Civil Remedies, 49 CFR Part 31. In addition, the undersigned understands that FTA may suspend or debar a manufacturer under the procedures in 49 CFR Part 29.

Date: 11/27/17
Signature: [Handwritten Signature]
Company Name: Swanson Fabury Ford
Title: President



Purchasing Unit - (559) 621-1332 - FAX (559) 488-1069 - www.fresno.gov
2600 Fresno St, Room 2156
Fresno, California 93721-3622

Finance Department
Michael Lima, Director

ADDENDUM NO. 1

New 2017 Four-Door Mid-Size/Medium Unleaded Sedans Bid File # 3576

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **November 28th, 2017 at 3:00 P.M.**

All changes and or clarifications will appear in bold underlined type.

The required Bid Deposit has been reduced from TEN PERCENT (10%) of the total net bid amount to \$500 Dollars. Please submit a bid deposit in the amount of \$500 Dollars with your bid proposal.

City of Fresno

Caleb Bowman Williams
Fleet Operations Specialist

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed:

Company: Susanen Poling

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.

Addenda to date: 1
November 16, 2017



ADDENDUM NO. 2

**New 2017 Four-Door Mid-Size/Medium Unleaded Sedans
Bid File # 3576**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **November 28th, 2017 at 3:00 P.M.**

All changes and or clarifications will appear in bold underlined type.

Question: What "Mid-size Sedan" comes with a 1.4Liter DOHC I4?

Answer: These are minimum specifications, unless stated otherwise, to allow the opportunity for all vehicle manufacturers the opportunity to bid. The specifications stated are the minimum requirements (i.e. engine, transmission, interior room/capacity, etc...) for a mid-/medium/intermediate sedan to meet the needs of the Department. As long as the bided vehicle meets these minimum specification, it is eligible for award.

Question: What is the make and model you are going after?

Answer: This is a general bid specification. FAX is a federally funded agency through the Federal Transit Administration which does not allow FAX to specify a specific make and/or model of vehicle, but only the technical specifications that will meet the needs of the Department.

Question: The RFQ refers to "or equal to bids". What is this vehicle? What is the desired make and model of the "Four Door, Mid-size Sedan"?

Answer: Each FOUR-DOOR MID-SIZE/MEDIUM UNLEADED SEDANS furnished shall have equipment specifications that meet the minimum requirements as stated in the specification. FAX has no preference of the make and/or model of the vehicle as long as it meets the minimum specifications.

City of Fresno



Caleb Bowman Williams
Fleet Operations Specialist

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed:  _____

Company: Swanson Factory Bond

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.

Addenda to date: 2
November 16, 2017



Fahrney Ford Sales
3105 Highland Ave, Selma, California, 936622606
Office: 559-896-4121
Fax: 559-896-6100

Customer Proposal

Prepared by:

Ken Pattillo
Office: 559-896-4121
Email: kenp@fahrneygroup.com

Date: 11/17/2017

Vehicle: 2018 Fusion S
4dr FWD Sedan





Fahrney Ford Sales
3105 Highland Ave, Selma, California, 936622606
Office: 559-896-4121
Fax: 559-896-6100

2018 Fusion, Sedan
4dr FWD Sedan S(P0G)
Price Level: 820

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Selected Equipment & Specs

Dimensions

Exterior length: 191.7" * Exterior width: 72.9" * Exterior height: 58.1" * Wheelbase: 112.2" * Front track: 62.7" * Rear track: 62.4" * Turning radius: 18.8' * Front legroom: 44.3" * Rear legroom: 38.3" * Front headroom: 39.2" * Rear headroom: 37.8" * Front hiproom: 55.0" * Rear hiproom: 54.4" * Front shoulder room: 57.8" * Rear shoulder room: 56.9" * Passenger volume: 102.8cu.ft. * Cargo volume: 16.0cu.ft. * Maximum cargo volume: 16.0cu.ft.

Powertrain

Duratec 175hp 2.5L DOHC 16 valve I-4 engine with TI-VCT variable valve control, SMPI * Recommended fuel : regular unleaded * LEV3-ULEV70 * 6 speed automatic transmission with overdrive * Front-wheel drive * Limited slip differential * Fuel Economy City: 21 mpg * Fuel Economy Highway: 32 mpg * Capless fuel filler

Suspension/Handling

Front independent strut suspension with anti-roll bar, gas-pressurized shocks * Rear independent multi-link suspension with anti-roll bar, gas-pressurized shocks * Speed-sensing electric power-assist rack-pinion Steering * Front and rear 16 x 6.5 silver aluminum wheels * P215/60HR16 BSW AS front and rear tires

Body Exterior

4 doors * Driver and passenger power remote folding door mirrors * Body-coloured door mirrors * Body-coloured bumpers * Clearcoat paint * Front and rear 16 x 6.5 wheels

Convenience

Manual air conditioning with air filter * Cruise control with steering wheel controls * Power windows * Front and rear 1-touch up * Front and rear 1-touch down * Remote power door locks with 2 stage unlock and illuminated entry * Proximity key push button start only * Extra FOB controls trunk/hatch/door/tailgate, windows * Manual tilt steering wheel * Manual telescopic steering wheel * Day-night rearview mirror * SYNC Connect Wi-Fi internet access * 911 Assist emergency S.O.S * Wireless phone connectivity * AppLink smart device integration * 1 1st row LCD monitor * Front and rear cupholders * Dual illuminated visor mirrors * Full floor console * Driver and passenger door bins * Rear door bins

Seats and Trim

Seating capacity of 5 * Front bucket seats * 6-way driver seat adjustment * Manual driver lumbar support * Manual height adjustable driver seat * 4-way passenger seat adjustment * Centre front armrest * 60-40 folding rear bench seat * Cloth seat upholstery * Metal-look instrument panel insert * Metal-look/piano black console insert * Metal-look gear shift knob

Entertainment Features

AM/FM stereo radio with radio data system * Single CD player * MP3 decoder * SYNC external memory control * Steering wheel mounted radio controls * 4 speakers * Wireless streaming * Integrated roof antenna

Lighting, Visibility and Instrumentation

Halogen projector beam headlights * Delay-off headlights * Fully automatic headlights * LED brakelights * Variable intermittent front windshield wipers * Speed sensitive wipers * Rear window defroster * Light tinted windows * Front and rear reading lights * Tachometer * Camera(s) - rear * Low tire pressure warning * Trip computer * Trip odometer

Safety and Security

4-wheel ABS brakes * Brake assist with hill hold control * Electric parking brake * 4-wheel disc brakes * AdvanceTrac Electronic stability control * ABS and driveline traction control * Dual front impact airbag supplemental restraint system * Dual seat mounted side impact airbag supplemental restraint system * Curtain 1st and 2nd row overhead airbag supplemental restraint system * Knee airbag supplemental restraint system * Airbag supplemental restraint system occupancy sensor * Remote activated perimeter/approach lighting * Power remote door locks with 2 stage unlock and panic alarm * Security system with SecuriLock immobilizer * MyKey restricted driving mode * Manually adjustable front head restraints with tilt * 3 manually adjustable rear head restraints

Dimensions

General Weights

Curb 3431 lbs.

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Selected Equipment & Specs (cont'd)

General Trailering

Towing capacity 1000 lbs.

Fuel Tank type

Capacity 17 gal. Capless fuel filler Yes

Interior cargo

Cargo volume 16.0 cu.ft. Maximum cargo volume 16.0 cu.ft.

Powertrain

Engine Type

Brand	Duratec	Block material	Aluminum
Cylinders	I-4	Head material	Aluminum
Ignition	Electronic	Injection	Sequential MPI
Liters	2.5L	Orientation	Transverse
Recommended fuel	Regular unleaded	Valves per cylinder	4
Valvetrain	DOHC	Variable valve control	Ti-VCT

Engine Spec

Bore	3.50"	Compression ratio	9.7:1
Displacement	152 cu.in.	Stroke	3.94"

Engine Power

SAEJ1349 AUG2004 compliant	Yes	Output	175 HP @ 6,000 RPM
Torque	175 ft.-lb @ 4,500 RPM		

Battery

Cold cranking amps	500	Run down protection	Yes
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Transmission

Electronic control	Yes	Lock-up	Yes
Overdrive	Yes	Speed	6
Type	Automatic		

Transmission Gear Ratios

1st	4.58	2nd	2.96
3rd	1.91	4th	1.45
5th	1	6th	0.75
Reverse Gear ratios	2.94		

Transmission Extras

Driver selectable mode	Yes
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Drive Type

Type	Front-wheel
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Drive Feature

Limited slip differential	Brake actuated	Traction control	ABS and driveline
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Drive Axle

Ratio	3.07
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Exhaust

Material	Stainless steel	System type	Single
Tailpipe finisher	Chrome		

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Selected Equipment & Specs (cont'd)

<i>Emissions</i>			
CARB	LEV3-ULEV70	EPA	Tier 3 Bin 70
<i>Fuel Economy</i>			
City	21 mpg	Highway	32 mpg
Fuel type	Gasoline	Combined	25 mpg
<i>Acceleration</i>			
0-60 mph (s)	8.53		
<i>1/4 Mile</i>			
Seconds	16.3	Speed	87 mph
<i>Skid Pad</i>			
Lateral acceleration (g)	0.8		
<i>Slalom</i>			
Speed	60 mph		
<i>Green Values</i>			
Energy Impact Score (Barrels per year)	13.2	Carbon FP / Tailpipe and upstream total GHG (CO ₂ , tons per year)	7.1
Driveability			
<i>Brakes</i>			
ABS	4-wheel	ABS channels	4
Type	4-wheel disc	Vented discs	Front
Electric parking brake	Yes		
<i>Brake Assistance</i>			
Brake assist	Yes	Hill hold control	Yes
<i>Suspension Control</i>			
Ride	Regular	Electronic stability control	Stability control
<i>Front Suspension</i>			
Independence	Independent	Type	Strut
Anti-roll bar	Regular		
<i>Front Spring</i>			
Type	Coil	Grade	Regular
<i>Front Shocks</i>			
Type	Gas-pressurized		
<i>Rear Suspension</i>			
Independence	Independent	Type	Multi-link
Anti-roll bar	Regular		
<i>Rear Spring</i>			
Type	Coil	Grade	Regular
<i>Rear Shocks</i>			
Type	Gas-pressurized		
<i>Steering</i>			
Speed-sensing	Yes	Activation	Electric power-assist

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Selected Equipment & Specs (cont'd)

Type	Rack-pinion		
<i>Steering Specs</i>			
# of wheels	2		

Exterior

<i>Front Wheels</i>			
Diameter	16"	Width	6.50"
<i>Rear Wheels</i>			
Diameter	16"	Width	6.50"
<i>Spare Wheels</i>			
Wheel material	Steel		
<i>Front and Rear Wheels</i>			
Appearance	Silver	Material	Aluminum
<i>Front Tires</i>			
Aspect	60	Diameter	16"
Sidewalls	BSW	Speed	H
Tread	AS	Type	P
Width	215mm		
<i>Rear Tires</i>			
Aspect	60	Diameter	16"
Sidewalls	BSW	Speed	H
Tread	AS	Type	P
Width	215mm		
<i>Spare Tire</i>			
Mount	Inside under cargo	Type	Compact
<i>Wheels</i>			
Front track	62.7"	Rear track	62.4"
Turning radius	18.8'	Wheelbase	112.2"
<i>Body Features</i>			
Body material	Fully galvanized steel	Side impact beams	Yes
<i>Body Doors</i>			
Door count	4	Left rear passenger	Conventional
Right rear passenger	Conventional	Rear cargo	Trunk
<i>Exterior Dimensions</i>			
Length	191.7"	Body width	72.9"
Body height	58.1"		

Safety

<i>Airbags</i>			
Driver front-impact	Yes	Driver side-impact	Seat mounted
Occupancy sensor	Yes	Overhead	Curtain 1st and 2nd row
Passenger front-impact	Yes	Passenger side-impact	Seat mounted
Knee	Driver and passenger		

Seatbelt

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Selected Equipment & Specs (cont'd)

Rear centre 3 point Pre-tensioners	Yes Front	Height adjustable Pre-tensioners (#)	Front 2
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Security

Immobilizer	SecuriLock	Panic alarm	Yes
Restricted driving mode	MyKey		

Seating

Passenger Capacity

Capacity	5
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Front Seats

Split	Buckets	Type	Bucket
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Driver Seat

Fore/aft	Manual	Height adjustable	Manual
Reclining	Manual	Way direction control	6
Lumbar support	Manual		

Passenger seat

Fore/aft	Manual	Reclining	Manual
Way direction control	4		

Front Head Restraint

Control	Manual	Type	W/tilt
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Front Armrest

Centre	Yes
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Rear Seats

Descriptor	Bench	Facing	Front
Folding	60-40	Folding position	Fold forward seatback
Type	Fixed		

Rear Head Restraints

Control	Manual	Type	Adjustable
Number	3		

Front Seat Trim

Material	Cloth	Back material	Cloth
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Rear Seat Trim Group

Material	Cloth	Back material	Carpet
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Convenience

AC And Heat Type

Air conditioning	Manual	Air filter	Yes
Underseat ducts	Yes		

Audio System

CD	Single	CD location	In-dash
MP3 decoder	MP3 decoder	Radio	AM/FM stereo
Radio data system	Yes	Radio grade	Regular
Seek-scan	Yes	External memory control	SYNC
Internet radio	Yes		

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Selected Equipment & Specs (cont'd)

<i>Audio Speakers</i>			
Speaker type	Regular	Speakers	4
<i>Audio Controls</i>			
Speed sensitive volume	Yes	Steering wheel controls	Yes
Voice activation	Yes	Wireless streaming	Bluetooth yes
<i>Audio Antenna</i>			
Type	Integrated roof		
<i>LCD Monitors</i>			
1st row	1	Primary monitor size (inches)	4.2
<i>Cruise Control</i>			
Cruise control	With steering wheel controls		
<i>Remote Releases</i>			
Cargo access	Power		
<i>Convenience Features</i>			
Driver foot rest	Yes	Retained accessory power	Yes
12V DC power outlet	2	Emergency S.O.S	911 Assist
Wireless phone connectivity	Bluetooth	Internet access	SYNC Connect Wi-Fi
Smart device integration	App link		
<i>Door Lock Activation</i>			
Type	Power with 2 stage unlock	Remote	Keyfob (all doors)
Integrated key/remote	Yes	Auto locking	Yes
Proximity key	Push button start only		
<i>Door Lock Type</i>			
Rear child safety	Manual	Fuel flap locking type	Included with power doors
<i>Door Locks Extra FOB Controls</i>			
Trunk/hatch/door/tailgate	Yes	Windows	Yes
<i>Instrumentation Type</i>			
Display	Analog		
<i>Instrumentation Gauges</i>			
Tachometer	Yes	Engine temperature	Yes
<i>Instrumentation Warnings</i>			
Oil pressure	Yes	Engine temperature	Yes
Battery	Yes	Lights on	Yes
Key	Yes	Low fuel	Yes
Door ajar	Yes	Trunk/liftgate ajar	Yes
Service interval	Yes	Brake fluid	Yes
Low tire pressure	Tire specific	Transmission fluid temp	Yes
<i>Instrumentation Displays</i>			
Clock	In-radio display	Systems monitor	Yes
Camera(s) - rear	Yes		
<i>Instrumentation Feature</i>			
Trip computer	Yes	Trip odometer	Yes

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Selected Equipment & Specs (cont'd)

<i>Steering Wheel Type</i>			
Material	Urethane	Tilting	Manual
Telescoping	Manual		
<i>Front Side Windows</i>			
Window 1st row activation	Power		
<i>Windows Rear Side</i>			
2nd row activation	Power		
<i>Window Features</i>			
1-touch down	Front and rear	1-touch up	Front and rear
Tinted	Light		
<i>Front Windshield</i>			
Wiper	Variable intermittent	Speed sensitive wipers	Yes
<i>Rear Windshield</i>			
Defroster	Yes	Window	Fixed

Interior

<i>Driver Visor</i>			
Illuminated	Yes	Mirror	Yes
<i>Passenger Visor</i>			
Illuminated	Yes	Mirror	Yes
<i>Rear View Mirror</i>			
Day-night	Yes		
<i>Trim Door</i>			
Trim insert	Cloth		
<i>Headliner</i>			
Coverage	Full	Material	Cloth
<i>Floor Trim</i>			
Coverage	Full	Covering	Carpet
Mats	Vinyl/rubber front and rear		
<i>Trim Feature</i>			
Instrument panel insert	Metal-look	Gear shift knob	Metal-look
Door panel insert	Metal-look	Console insert	Metal-look/piano black
Interior accents	Chrome		
<i>Lighting</i>			
Dome light type	Fade	Front reading	Yes
Illuminated entry	Yes	Rear reading	Yes
Ignition switch	Yes	Variable IP lighting	Yes
<i>Floor Console Storage</i>			
Storage	Covered	Type	Full
<i>Overhead Console Storage</i>			
Storage	Yes	Type	Mini
<i>Storage</i>			

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Fahney Ford Sales
 3105 Highland Ave, Selma, California, 930622600
 Office: 559-896-4121
 Fax: 559-896-6100

2018 Fusion, Sedan
 4dr FWD Sedan S(P0G)
 Price Level: 820

Selected Equipment & Specs (cont'd)

Driver door bin	Yes	Front Beverage holder(s)	Yes
Glove box	Locking	Passenger door bin	Yes
Seatback storage pockets	2	Rear yes	Yes
Instrument panel	Bin	Rear door bins	Yes
<i>Cargo Space Trim</i>			
Floor	Carpet	Trunk lid/rear cargo door	Carpet
<i>Cargo Space Feature</i>			
Tie downs	Yes	Light	Yes
<i>Legroom</i>			
Front	44.3"	Rear	38.3"
<i>Headroom</i>			
Front	39.2"	Rear	37.8"
<i>Hip Room</i>			
Front	55.0"	Rear	54.4"
<i>Shoulder Room</i>			
Front	57.8"	Rear	56.9"
<i>Interior Volume</i>			
Passenger volume	102.8 cu.ft.		

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2018 Fusion, Sedan
 4dr FWD Sedan S(P0G)
 Price Level: 820

Warranty - Standard Equipment & Specs

Warranty

Basic

Distance	36000 miles	Months	36 months
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Powertrain

Distance	60000 miles	Months	60 months
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Corrosion Perforation

Distance	Unlimited miles	Months	60 months
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Roadside Assistance

Distance	60000 miles	Months	60 months
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STANDARD EQUIPMENT

MECHANICAL

- 2.5L i-VCT Engine with 6-Speed Automatic Transmission
- Anti-Lock Brake System (ABS)
- Brake Assist
- Electric-assist Parking Brake
- Four-Wheel Disc Brakes

EXTERIOR

- 16" Sparkle Silver-painted Aluminum Wheels
- 215/60R16 BSW – Tires
- Bright Door-Trim Moldings
- Bumpers – Upper Front and Rear – Body-Color
- Configurable Daytime Running Lamps
- Door Handles – Body-Color
- Easy Fuel® Capless Fuel-Filler
- Grille
 - Upper Surround – Chrome
 - Lower Surround – Molded in Color
- LED Taillamps (level 1)
- Mini Spare Tire
- Mirrors – Sideview
 - Body-Color
 - Dual Power
 - Integrated Blind Spot
- Remote Decklid Release
- Rocker Moldings Body-Color
- Side Marker Lamps
- Single Bright Exhaust Tip
- Solar Tinted Glass
- Windshield Wipers – Intermittent/Speed Sensitive

INTERIOR/COMFORT

- (2) 12V Powerpoints (Media Bin and Rear Console)
- 2.3" Monochrome Screen in Instrument Cluster with 4 Analog Gauges (Speedometer, Tachometer, Fuel Gauge, and Engine Temperature)
- Cabin Particulate Air Filter
- Climate Control – Manual Air Conditioner with Underseat Heat and AC Ducts
- Console
 - Front Center Console with Fixed Armrest and 2 Cupholders
 - Overhead Console
- Dome Lights with Map Lights
- Dual Illuminated Visor Vanity Mirrors
- Floor Mats – 1st Row Carpet Mats
- Front and Rear Roof Grab Handles
- Glove Box with Lockable Door
- Illuminated Entry System
- Instrument Panel – Trip Computer
- Power Door-Locks
- Rotary Gear Shift Dial
- Scuff Plates Front-Door – Molded in Color – Front-Door
- Seat Back Map Pockets
- Seating – 5 Passenger
 - Cloth Seats
 - 6-Way Manual Driver Seat (fore/aft, up/down with recline)
 - Driver Manual Lumbar Adjust
 - 4-Way Manual Passenger Seat (fore/aft with recline)
 - 4-Way Front-Seat Head Restraints
 - 2-Way Adjustable Rear-Seat Head Restraints
 - Fold Down Split Rear-Seatback (60/40)
- Side Door Pockets
- Steering Wheel
 - Cruise Control
 - Redundant Audio Controls
 - Tilt/Telescoping
- Windows
 - Global Open/Close
 - One-Touch-Up/Down Front/Rear

SAFETY & SECURITY

- AdvanceTrac® ESC & Brake-Actuated Traction Control
- Airbags
 - Driver & Passenger Knee
 - Dual Stage Front Driver & Passenger
 - Front-Seat Mounted Side-Impact
 - Side Air Curtains
- Auto Halogen Headlamp with Headlamp Courtesy Delay
- Child-Safety Rear-Door-Locks
- Individual Tire Pressure Monitoring System (TPMS)
- LATCH (Lower Anchors & Tether Anchors for Children)
- LED Center High Mount Stop Lamp (CHMSL)
- MyKey®
- Perimeter Alarm
- Rear View Camera
- Rear-window Defroster
- Safety Belts
 - Belt-Minder® (front safety belt reminder)
 - Front and Rear 3-point Safety Belt
 - Front Height Adjustable Retractable Safety Belt
 - Front Safety Belt Pretensioners
- Securilock® Passive Anti-Theft System
- SOS Post Crash Alert

DRIVER ASSIST TECHNOLOGY

- AutoLamp (automatic on/off headlamps)
 - Hill Start Assist
 - SYNC®
 - Enhanced Voice Recognition Communication and Entertainment System
 - 911 Assist®
 - 4.2" LCD Screen in Center Stack
 - AppLink®
 - Smart-Charging USB port – one (1)
- Note:** SYNC® AppLink® lets you control some of your favorite compatible mobile apps with your voice. It is compatible with select smartphone platforms. Commands may vary by phone and AppLink® software

FUNCTIONAL

- Audio – Single-CD/MP3 with 4 speakers
- Electric Power-Assist Steering
- Intelligent Oil Life Monitor®
- Push-Button Start
- Remote Keyless-Entry System with Trunk-lid Release (Key Fob Integrated Into Key) Integrated Keyhead Remote Transmitter

**2018 FUSION
PRICE LIST
(PRICE LEVEL CODE 820)**

MODEL	SERIES CODE	BASE VEHICLE PRICE	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
S	P0G	S I4 FWD 100A	\$ 21,125	\$ 22,120
SE	P0H	SE I4 FWD (Req. 200A/201A/202A)	22,108	23,395
	P0T	SE I4 AWD (Req. 201A/202A)	25,695	27,190
Titanium	P0K	Titanium I4 FWD 300A	28,723	30,395
Platinum	P0K	Platinum I4 FWD 350A	34,866	36,895
Titanium	P0D	Titanium I4 AWD 300A	30,613	32,395
Platinum	P0D	Platinum I4 AWD 350A	36,756	38,895
Sport	P0V	Sport 400A	31,895	33,750
ALL MODELS	—	Destination and Delivery	875	875

TRIM SERIES	ORDER CODE	EQUIPMENT GROUPS	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
S	100A	Equipment Group 100A	N/C	N/C
	101A	Equipment Group 101A (Appearance Package)	\$ 850	\$ 895
SE	200A	Equipment Group 200A	N/C	N/C
	201A	Equipment Group 201A (Appearance Package)	1,040	1,095
	202A	Equipment Group 202A (Luxury Package)	3,035	3,195
SE AWD	202A	Equipment Group SE AWD 202A (Luxury Package)	3,035	3,195
Titanium	300A	Equipment Group 300A	N/C	N/C
Platinum	350A	Equipment Group 350A (Platinum)	N/C	N/C
Sport	400A	Equipment Group 400A	N/C	N/C
	401A	Equipment Group 401A (Sport Upgrade Package)	1,900	2,000
SE	14K	SE Technology Package (Option SE)	1,040	1,095
SE	14K	SE Technology Package Net (Option SE)	565	595
SE AWD	U28	Equipment Group SE AWD 202A Discount	(755)	(795)

	OPTION CODE	POWERTRAINS	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
ENGINE	997	I-4 2.5L Engine (Std S, SE)	Std	Std
	99D	1.5L EcoBoost® Engine (Option 200A, 201A)	\$ 380	\$ 400
		1.5L EcoBoost® Engine (Std. 202A)	Std	Std
	99P	2.7L EcoBoost® Engine (Std. Sport)	Std	Std
	999	2.0L EcoBoost® Engine w/ Paddle Shift (Std. Titanium, Platinum & SE AWD)	Std	Std
		2.0L EcoBoost® Engine w/ Paddle Shift (Option SE, req. 202A)	950	1,000
		2.0L EcoBoost® Engine w/ Paddle Shift (Option SE, req. 201A)	1,705	1,795
	47B	Automatic Transmission with Auto Start-Stop Technology	N/C	N/C
	44W	6 Speed Automatic Transmission (Std. S, SE, Titanium, Platinum)	Std	Std
44C	6 Speed Automatic Transmission (Std. Sport)	Std	Std	

MODEL	OPTION CODE	TIRES	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
SE Gas, SE Hybrid, Plug-In Hybrid	64B	Wheels, 18 inch Painted Luxury (Option SE, req. SE Luxury Package)	\$ 660	\$ 695
S	64D	Wheels, 17 inch Prem Paint (Sparkle Silver)	660	695
Titanium	64W	Wheels, 19 inch H-Spoke Dark Stainless Aluminum Wheel (Option Titanium)	755	795

**2018 FUSION
PRICE LIST
(PRICE LEVEL CODE 820)**

	OPTION CODE	OTHER OPTIONS	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED	53B	Adaptive Cruise Control (Option SE on 202A, req. 2.0L EcoBoost® & req. Driver Assist Pkg., Option Titanium)	\$ 1,131	\$ 1,190
	60N	Navigation System with Voice Recognition (Option SE, req. SE Tech. Pkg., Titanium, Sport)	755	795
	90A	Driver Assist Package (Option SE on 202A req. SE Tech. Pkg., Titanium, Sport)	1,544	1,625
	91A	SE Cold Weather Package (Heated Cloth Seats, All Weather Floor Mats, Heated Mirrors)	429	450
	18C	Enhanced Active Park Assist with Forward Sensing System (Option SE, req. 202A & SE Tech. Pkg., Option Titanium)	945	995
	PUG	White Platinum Metallic Tri-Coat Paint	565	595
	PRR	Ruby Red Metallic Tinted Clearcoat	375	395
	PR3	Burgundy Velvet Metallic Tinted Clearcoat	375	395
	67B	Rear Inflatable Seat Belts	214	225
	46B	Cooled Front Seats (Option Titanium and Sport)	375	395
	153	Front License Plate Bracket	N/C	N/C
	13B	Power Moonroof with Universal Garage Door Opener (Option SE, Titanium, Hybrid, Plug-In Hybrid)	1,040	1,095
	41H	Engine Block Heater (Retail std. 7 states: AK, MN, ND, SD, MT, WI, WY)	Std	Std
	12C	Premium Floor Mats (Option SE, Titanium, Hybrid)	166	175
	T7L	Summer Tires (Option SE Appearance, SE Luxury, Titanium AWD; Req. 2.0L Engine on SE Luxury; Req. 1.5L or 2.0L Engine on SE Appearance)	185	195
	T7Z	19 Inch Summer Tires (Option V6 Sport)	185	195
	55M	All-Weather Floor Mats - Front & Rear	114	120
	96B	Cargo Net	49	50
55S	Remote Start	470	495	
66B	Paint Protection Film by 3M (Retail)	375	395	

	OPTION CODE	FLEET OPTIONS	DEALER INVOICE W/HOLDBACK	SUGGESTED RETAIL
AVAILABLE ON ALL MODELS UNLESS OTHERWISE NOTED	43P	Reverse Sensing System (Option SE)	\$ 280	\$ 295
	90B	SE Fleet Driver Assist Package	1,059	1,115
	942	Daytime Running Lights (Fleet Option - S, SE, Titanium, Hybrid, Plug-In Hybrid)	42	45
	41H	Engine Block Heater (Fleet Option - S, SE, Titanium, Hybrid, Plug-In Hybrid)	86	90
	66C	Paint Protection Film by 3M (Fleet)	166	175
	66J	Paint Protection Film by 3M Trunk Lid (Fleet)	185	195