

| Line #         | 2017 or Current Production Year Subcompact 4 Door Sedan Flex Fuel Vehicle E85 |     |     | Anderson Ford | Sid Dillon Chevrolet Buick | Sid Dillon Ford |
|----------------|---|-----|-----|---------------|----------------------------|-----------------|
|                | Description   | QTY | UOM | Unit Price    | Unit Price                 | Unit Price      |
| 1              | Subcompact 4 Door Sedan FFV E85   | 1   | EA  | \$ 15,212.00  | No Bid                     | \$ 15,117.00    |
|                | Make:   |     |     | Ford          |                            | Ford            |
|                | Model:  |     |     | Focus         |                            | Focus           |
|                | Series, Code, Trim Level:   |     |     | P3F, 200A, SE |                            | P3F, 200A, SE   |
|                | Engine:   |     |     | 2.0L I4       |                            | 2.0L            |
|                | EPA:  |     |     | 20, 29, 23    |                            | N/A @ this time |
|                | Delivery time after receipt of order (number/days):                           |     |     | 90            |                            | 40-120          |
|                | MSRP as bid:  |     |     | \$ 20,185.00  |                            | \$ 20,185.00    |
| 2              | Subcompact 4 Door Sedan E15 Compliant   | 1   | EA  | \$ 15,212.00  | \$ 17,300.00               | \$ 15,117.00    |
|                | Make:   |     |     | Ford          | Chevrolet                  | Ford            |
|                | Model:  |     |     | Focus         | Cruze                      | Focus           |
|                | Series, Code, Trim Level:   |     |     | P3F, 200A, SE | 1BR69, LS                  | P3F, 200A, SE   |
|                | Engine:   |     |     | 2.0L I4       | 1.4L 4cyl                  | 2.0L            |
|                | EPA:  |     |     | 27/40/31      | 30 City - 40 Hwy           | N/A @ this time |
|                | Delivery time after receipt of order (number/days):                           |     |     | 90            | 40-120                     | 40-120          |
|                | MSRP as bid:  |     |     | \$ 20,185.00  | \$ 20,812.00               | \$ 20,185.00    |
| <b>OPTIONS</b> |   |     |     |               |                            |                 |
| 3              | Engine (other)  | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | N/A           | N/A                        | N/A             |
|                | State Engine Size:  |     |     |               |                            |                 |
|                | Unit price calculated on Line 2   |     |     | N/A           | N/A                        | N/A             |
|                | State Engine Size:  |     |     |               |                            |                 |
| 4              | Bench front seat, heavy duty.   | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | N/A           | N/A                        | N/A             |
|                | Unit price calculated on Line 2   |     |     | N/A           | N/A                        | N/A             |
| 5              | Split front seat, heavy duty.   | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | N/A           | N/A                        | N/A             |
|                | Unit price calculated on Line 2   |     |     | N/A           | N/A                        | N/A             |
| 6              | Power heavy duty split front seats.   | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | N/A           | N/A                        | N/A             |
|                | Unit price calculated on Line 2   |     |     | N/A           | N/A                        | N/A             |
| 7              | Full-size spare tire (rim can be steel).                                      | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | \$ 350.00     | N/A                        | N/A             |
|                | Unit price calculated on Line 2   |     |     | \$ 350.00     | N/A                        | N/A             |
| 8              | Additional fob if equipped with remote keyless entry.                         | 1   | EA  |               |                            |                 |
|                | Unit price calculated on Line 1   |     |     | \$ 150.00     | \$ 169.00                  | \$ 189.00       |
|                | Unit price calculated on Line 2   |     |     | \$ 150.00     | \$ 169.00                  | \$ 189.00       |

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|--------|---|-----|-----|------------------------|----------------------|-------------------------------|-----------------|
|        | Description   | QTY | UOM | Unit Price             | Unit Price           | Unit Price                    |                 |
| 9      | Standard Paint - Attach List and Identify as No Additional Cost Paints.   | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | STD - See Atch         | see attached         | see attached                  |                 |
|        | Unit price calculated on Line 2   |     |     | STD - See Atch         | see attached         | see attached                  |                 |
| 10     | Extra Cost Paint- Attach List and Identify as Extra Cost Paints.  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | \$ 395.00              | see attached         | see attached                  |                 |
|        | Unit price calculated on Line 2   |     |     | \$ 395.00              | see attached         | see attached                  |                 |
| 11     | AWD - All Wheel Drive, if available from factory.   | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | N/A                    | N/A                  | N/A                           |                 |
|        | Unit price calculated on Line 2   |     |     | N/A                    | N/A                  | N/A                           |                 |
| 12     | Reverse sensing system, if available from manufacturer.   | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | N/A                    | \$ 401.00            | \$ 401.00                     |                 |
|        | Unit price calculated on Line 2   |     |     | N/A                    | \$ 401.00            | \$ 401.00                     |                 |
| 13     | Keyless Remote Entry- Shall include two (2) fobs to enter the vehicle.  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | STD                    | N/A                  | STD                           |                 |
|        | Unit price calculated on Line 2   |     |     | STD                    | N/A                  | STD                           |                 |
| 14     | Additional costs for warranties from manufacturer.  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | \$ 2,495.00            | call for options     | call for options              |                 |
|        | State: Years and miles  |     |     | 5 yr / 100k Prem. Care |                      |                               |                 |
|        | Unit price calculated on Line 2   |     |     | \$ 2,495.00            | call for options     | call for options              |                 |
|        | State: Years and miles  |     |     | 5 yr / 100k Prem. Care |                      |                               |                 |
| 15     | Drop shipment charges outside the Lincoln area. Additional costs of charges for vehicle drop shipment outside the Lincoln area. Drop shipment charges would be for vehicles bought by political entities and other Divisions of Government. | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | \$ 295.00              | \$2.00/mile or \$400 | \$2.00/mile or \$400          |                 |
|        | Unit price calculated on Line 2   |     |     | \$ 295.00              | \$2.00/mile or \$400 | \$2.00/mile or \$400          |                 |
| 16     | Protective vinyl body molding: dealer installed if not standard equipment.  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | \$ 325.00              | \$ 350.00            | \$ 350.00                     |                 |
|        | Unit price calculated on Line 2   |     |     | \$ 325.00              | \$ 350.00            | \$ 350.00                     |                 |
| 17     | Lumbar support front seats: if not standard equipment.  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | STD                    | N/A                  | N/A                           |                 |
|        | Unit price calculated on Line 2   |     |     | STD                    | N/A                  | N/A                           |                 |
| 18     | Rear vision camera if not standard equipment  | 1   | EA  |                        |                      |                               |                 |
|        | Unit price calculated on Line 1   |     |     | STD                    | STD                  | N/A                           |                 |
|        | Unit price calculated on Line 2   |     |     | STD                    | STD                  | N/A                           |                 |

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|--|---|-----|-----|--|--|--|
|  | Description   | QTY | UOM | Unit Price   | Unit Price   | Unit Price   |
| Payment Terms  |   |     |     | 0 30   | 0 30   | 0 30   |
| Delivery Days ARO                                    |   |     |     | 90   |  |  |
| Comments   |   |     |     |  |  |  |
| Exceptions for Technical Specifications              |   |     |     |  |  |  |
| Technical Specifications                             |   |     |     | 1.X. Fuel tank size: 12.4.<br>3.E. Tires: Mini.<br>4.B. Battery: 625.<br>4.C. Alternator: 150.<br><br>Color & trim sheet attached. | 1.X. Fuel tank size: 12.1.<br>3.E. Tires: Compact.<br>4.B. Battery: 80AA.<br>4.C. Alternator: 130.<br>5.D. Delay delivery orders will be placed as late as to reduce floor plan charges.<br><br>Color & trim sheet attached. | 1.X. Fuel tank size: blank.<br>3.E. Tires: Compact.<br>4.B. Battery: blank.<br>4.C. Alternator: blank.<br>5.D. Delay delivery orders will be placed as late as possible to reduce dealer floor plan charges.<br><br>Color & trim sheet attached. |
| Exceptions for Master Agreement Terms and Conditions |   |     |     | None   | None   | None   |
| Master Agreement Terms and Conditions                |   |     |     | NE Dealer License: DL-03970  | NE Dealer License: 05458.  | NE Dealer License: 06577.  |

**Vehicle Life Cycle not calculated since Ford Focus isn't listed on Fuel Economy Guide Report.**

**No Bid**  
Husker Auto Group LLC