

February 21, 2018

Request new Pickup Truck with Utility Body

Attached find a proposal for a new Ford F350 pickup with a Utility Body mounted in the body. The proposal is from Grappone Ford and reflects the current State pricing.

We have been discussing amongst ourselves the need for a Utility Body to carry basic tools and supplies for work at our Pump Stations to minimize travel back and forth to get additional material when on a job. We have a small tool box mounted in the back of our current truck, but this does not have enough room to carry all the tools and supplies we need; we also bring a mechanic's tool box in the cab of the truck which limits our ability to transport helpers when on a job. We intend to organize the Utility Body with our tools, parts and supplies, bars, picks and shovels and the other materiel we'd need in the field; these will be out of the weather, secure and readily available when we get to the job site.

Also crews could be clearing snow, one truck plowing and the other truck moving crew and snowblower to Pump Stations, when a call comes in and one of the trucks needs to respond. A third truck will allow us to continue moving snow and respond to the call without interrupting snow removal.

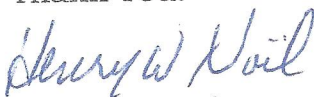
We are not ordering a snowplow with this truck, but could get one next winter to assist with removing snow at the Pump Stations and the Main Plant.

We plan to keep our existing F350 truck which is mounted with a snowplow and on which we are mounting a small sand-spreader so we can take care of the access roads to our Pump Stations and icy conditions.

And we have a Ford F150 pickup which we use around town for response and inspections, trips out of town for Trainings, delivering or picking up rebuilt pumps and other pieces of equipment at other facilities.

We purchase our trucks for the long-term as we don't accumulate much mileage driving around town. This new truck should complement our fleet for the work we have to do, free up the Public Works crews from having to assist us in the winter at our Pump Stations, and give crews the flexibility to plan and mobilize efficiently to outlying work areas.

Thank You.


Henry W Noel



Grappone Ford
530 Route 3A, Bow, New Hampshire, 033043104
Office: 603-224-2501
Fax: 603-226-8266

Henry Noel
City of Berlin NH
10 Shelby St
Berlin, NH 03570
Office: 603-752-8563

Re: Vehicle Proposal

Hi Henry,

February 2nd, 2018

Quote for 2018 Ford F-350 Regular Cab XL 4x4 Chassis with a Knapheide 700 Series Aluminum Service Body installed and painted to match the Cab. I have attached a vehicle profile for you to review and I used the current State/Government Price concession of \$8200 from Ford Motor Co to arrive at the price. Let me know if you need anything else. The last day to order the 2018 Model Super Duty Trucks is March 2nd, 2018, any orders after that date will have to be a 2019 model and I would need to re-quote it. Thank you

Quote Price: \$36,411

Sincerely,

Jeff Harsin
Fleet Mgr
603-226-8010
jharsin@grappone.com



Grappone Ford
530 Route 3A, Bow, New Hampshire, 033043104
Office: 603-224-2501
Fax: 603-226-8266

2018 F-350, SD Regular Cab
4x4 SD Regular Cab 8' box 142" WB SRW
XL(F3B)
Price Level: 820

Selected Options

Code	Description	MSRP
Base Vehicle		
F3B	Base Vehicle Price (F3B)	\$36,860.00
Packages		
610A	Order Code 610A <i>Includes:</i> - Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel Flex-Fuel badge on fleet orders only. - Transmission: TorqShift 6-Speed Automatic (6R140) Includes SelectShift. - GVWR: 10,300 lb Payload Package - Wheels: 17" Argent Painted Steel Includes painted hub covers/center ornaments. - HD Vinyl 40/20/40 Split Bench Seat Includes center armrest, cupholder, storage and driver's side manual lumbar. - Radio: AM/FM Stereo Includes digital clock and 4-speakers.	N/C
Powertrain		
996	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel <i>Flex-Fuel badge on fleet orders only.</i>	Included
44P	Transmission: TorqShift 6-Speed Automatic (6R140) <i>Includes SelectShift.</i>	Included
X3E	Electronic-Locking w/3.73 Axle Ratio	\$390.00
STDGV	GVWR: 10,300 lb Payload Package	Included
Wheels & Tires		
TBM	Tires: LT245/75Rx17E BSW A/T (4)	\$165.00
64A	Wheels: 17" Argent Painted Steel <i>Includes painted hub covers/center ornaments.</i>	Included
Seats & Seat Trim		
A	HD Vinyl 40/20/40 Split Bench Seat <i>Includes center armrest, cupholder, storage and driver's side manual lumbar.</i>	Included
Other Options		
142WB	142" Wheelbase	STD
PAINT	Monotone Paint Application	STD
473	Snow Plow Prep Package REQUIRES Extra Extra Heavy-Duty Alternator (67E) when ordered with Upfitter Switches (66S) and 110V/400W Outlet (43C).	\$185.00

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.



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2018 F-350, SD Regular Cab
4x4 SD Regular Cab 8' box 142" WB SRW
XL(F3B)
Price Level: 820

Selected Options (cont'd)

Code	Description	MSRP
	<i>Includes computer selected springs for snowplow application. NOTE 1: Restrictions apply; see Supplemental Reference or Body Builders Layout Book for details. NOTE 2: May result in deterioration of ride quality when vehicle is not equipped with snowplow.</i> <i>Includes:</i> <i>- Extra Heavy-Duty 200 Amp Alternator</i>	
66S	Upfitter Switches (6)	\$165.00
	REQUIRES Extra Extra Heavy-Duty Alternator (67E) when ordered with 110V/400W Outlet (43C) and Snow Plow Pkg. (473) or Snow Plow/Camper Pkg. (47B). <i>Located in overhead console.</i> <i>Includes:</i> <i>- Extra Heavy-Duty 200 Amp Alternator</i>	
587	Radio: AM/FM Stereo	Included
	<i>Includes digital clock and 4-speakers.</i>	
76C	Exterior Backup Alarm (Pre-Installed)	\$140.00
	<i>Custom accessory.</i>	
Emissions		
425	50-State Emissions System	STD
Interior Colors		
AS_04	Medium Earth Gray	N/C
Primary Colors		
N1_01	Blue Jeans Metallic	N/C
SUBTOTAL		\$37,905.00
Destination Charge		\$1,295.00
TOTAL		\$39,200.00

* Also Includes Ford Sync System "Bluetooth"

* Knapheide Aluminum Service Body to be installed
and included in quote price. Painted to match cab.
700 Series Body

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