MEMORANDUM

To: SFSWMA Joint Powers Board Members
From: Randall Kippenbrock, P.E., Executive Director RLK
Date: November 15, 2026
Subject: Request for Approval to Purchase Three Vehicles with Options from Melloy Chevrolet of Los Lunas, NM, Under New Mexico Statewide Price Agreement 40-00000-24-00068 in the Amount of $144,466

SUMMARY

The Agency requests Board approval to purchase three vehicles from Melloy Chevrolet in Los Lunas, NM, under New Mexico Statewide Price Agreement 40-00000-24-00068, for a total of $144,466. Table 1 details the vehicles to be replaced, the replacement vehicles, and their utilization rates.

Table 1. Vehicles for Replacement

Unit No.	Year	Make & Model	Mileage	Condition	Replacement Vehicle	Utilization of Replacement Vehicle
1404	2003	Ford F250 Diesel with Flat Bed Four-Wheel Drive	80,676	Engine – Fire Damaged	Chevrolet 1500 Single Cab	BuRRT – General Purposes
1353	2000	Chevrolet 1500 Four-Wheel Drive	160,934	Worn	Chevrolet 1500 Single Cab	BuRRT – Green Waste Area
1354	2014	Chevrolet 2500 HD with Service Bed Four-Wheel Drive	36,394	Poor	Chevrolet 2500 Crew Cab	Caja – Maintenance Shop

Melloy Chevrolet provides a standard warranty covering three years or 36,000 miles, a drivetrain warranty valid for five years or 100,000 miles, and roadside assistance for five years or 60,000 miles for each vehicle.

Vehicle delivery time is three to five months from the order date.

Existing funds are available in 8100852.570950 (BuRRT Capital Outlay – Vehicles <1.5 Tons) in the amount of $91,446 and 8100851.570950 (Landfill Capital Outlay – Vehicles <1.5 Tons) in the amount of $42,873. To cover the remaining balance, the Agency requests a $10,147 budget increase from 810.100700 (Operating Cash Fund Balance) to 8100851.570950 (Landfill Capital Outlay – Vehicles <1.5 Tons).

BACKGROUND

Table 2 lists the base price, discounts, and additional options for each vehicle. The total price for all three vehicles is $144,466.

Table 2. Vehicle Details

Description	**2027 Chevrolet 1500 Silverado 4x4 Regular Cab Short Bed**	**2027 Chevrolet 2500 Silverado 4x4 Crew Cab Short Bed**
NM Statewide Price Agreement	40-00000-24-00068	40-00000-24-00068
Item Number	13	15
Vendor	Melloy Chevrolet	Melloy Chevrolet
Base Price	$45,995.00	$56,235.00
Less 1% Discount	<$2,438.00>	-
Less 3% Discount	-	<$6,150.00>
Options		
Turbo Max Engine	<$1,350.00>	-
All-Terrain Tires	$400.00	$200.00
WT Package	$970.00	-
WT Convenience Package	-	$785.00
Trailering Package	Standard	-
Trailer Brake Controller	Standard	-
Spray-On Bed Liner	$625.00	$625.00
Skid Plates	Included	$150.00
Power Trailer Tow Mirrors	$265.00	-
Black Side Steps	$875.00	$750.00
Window Tint	$425.00	$425.00
Vinyl Seats	Included	-
Total Options	$2,210.00	$2,935.00
Less 2% Discount on Options	<$44.00>	<$60.00>
Total	$45,723.00	$53,020.00
Quantity	2	1
Total Purchase Price	$91,446.00	$53,020.00

ACTION REQUESTED

The Agency requests that the Board approve the purchase of three new vehicles from Melloy Chevrolet under New Mexico Statewide Price Agreement 40-00000-24-00068, as outlined in Table 2, for $144,466.

The Agency also requests approval to increase the budget for 8100851.570950 (Landfill Capital Outlay – Vehicles <1.5 Tons) from 810.100700 (Operating Cash Fund Balance) by $10,147.

Attachments: 1) Budget Adjustment Request
2) Melloy Chevrolet Quotes
3) New Mexico State Price Agreement 40-00000-24-00068 (Items #13 and #15)

M:\Memo\Memo111526.6

ATTACHMENT 1

Budget Adjustment Request

BA003673.pdf

Log # *{Finance use only}*:	
Batch # *{Finance use only}*:	

City of Santa Fe, New Mexico
BUDGET AMENDMENT RESOLUTION (BAR)

DEPARTMENT / DIVISION NAME	DATE
SFSWMA	10/9/2026

ITEM DESCRIPTION	ORG	OBJECT	PROJECT	INCREASE	DECREASE
EXPENDITURES				*{enter as positive #}*	*{enter as negative #}*
Capital Outlay - Vehicles <1.5 Tons	8100851	570950		10,147	
				10,147	$ -

JUSTIFICATION: *(use additional page if needed)*
--Attach supporting documentation/memo

Partial Fund to Purchase Three Vehicles with Options from Melloy Chevrolet of Los Lunas, NM,

Under New Mexico Statewide Price Agreement #40-00000-24-00068.

Cash is available in 810.100700

{Complete section below if BAR results in a net change to ANY Fund}

Fund(s) Affected	Fund Balance Increase/(Decrease)
810	(10,147)
TOTAL:	**(10,147)**

Thomasina Chavez — **11/17/2026**
Prepared By *{print name}* — Date

Division Director Signature *{optional}* — Date

Department Director Signature — Date

{Use this form for Finance Committee/ City Council agenda items ONLY}

CITY COUNCIL APPROVAL

JPB
Approval Date

Agenda Item #:

Budget Officer — Date

Finance Director *{≤ $5,000}* — Date

City Manager *{≤ $60,000}* — Date

ATTACHMENT 2

Melloy Chevrolet Quotes

SINCE 1952

MELLOY

FLEET

October 29, 2026

Santa Fe SWMA

New Mexico State Price Agreement: 40-00000-24-00068

Item #15 – Pickup ¾ ton, ICE Powered, Crew Cab, 4WD

2027 Chevrolet Silverado 2500, Crew Cab, Short Bed, 4WD, White

Base Price		$56,295.00
Less 3% Discount per Contract		($6,150.00)
Options – All Terrain Tires	$200.00	
WT Convenience Package	$785.00	
Factory Skid Plates	$150.00	
Spray On Bed Liner	$625.00	
6” Black Side Steps	$750.00	
Window Tint	$425.00	
Total Options		$2,935.00
Less 2% Discount on Options per Contract		($60.00)
Total		$53,020.00

Karen Sluga

Melloy Auto Group

Fleet/Government Sales

karen@melloyfleet.com

Please make PO to:

Melloy Chevrolet

377 Emilio Lopez Rd

Los Lunas, NM 87031

SINCE 1952

MELLOY

FLEET

October 20, 2026

Santa Fe SWMA

New Mexico State Price Agreement: 40-00000-24-00068

Item #13 – Pickup ½ ton, ICE Powered, Regular Cab, 4WD

2027 Chevrolet Silverado 1500, Regular Cab, Short Bed, 4WD, White

Base Price		$45,995.00
Less 1% Discount per Contract		($2,438.00)
Options – TurboMax Engine (req on Regular Cab)	($1,350.00)	
Vinyl Seats	INCL	
All Terrain Tires	$400.00	
WT Package	$970.00	
Trailering Package	STD	
Trailer Brake Controller	STD	
Spray On Bed Liner	$625.00	
Skid Plates	INCL	
Power Trailer Tow Mirrors	$265.00	
4” Black Side Steps	$875.00	
Window Tint	$425.00	
Total Options		$2,210.00
Less 2% Discount on Options per Contract		($44.00)
Total		$45,723.00
Quantity		x2
Total		$91,446.00

*Production estimated to begin in June/July 2027

Karen Sluga ***Please make PO to:***

Melloy Auto Group

Fleet/Government Sales

karen@melloyfleet.com

Melloy Chevrolet

377 Emilio Lopez Rd

Los Lunas, NM 87031

ATTACHMENT 3

New Mexico State Price Agreement 40-00000-24-00068
(Item #13)

Docusign Envelope ID: FFF20437-743A-8892-8196-B354DE72BE6F

State of New Mexico
General Services Department
Purchasing Division

Statewide Price Agreement Amendment

Awarded Vendor: **13 Vendors**

Ship To: **All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.**
Invoice: **As Requested at Time of Order**

Number**: 40-00000-24-00068**

Amendment No.**: Four**

Term**: August 6, 2025 – August 5, 2027**

Procurement Specialist: **Kimberly A Hunt-Brown**

Telephone No.: **(505) 490-3152** KAHB

Email: **Kimberly.Hunt-Brown@gsd.nm.gov**

Title: **Automotive Vehicles**

This amendment is to be attached to the respective Price Agreement and become a part thereof.

In accordance with Price Agreement provisions, and by mutual agreement of all parties, this Price Agreement is extended from August 6, 2026 to August 5, 2027 at the same price, terms and conditions.

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

Dorothy Mendonca

Dorothy Mendonca
New Mexico State Purchasing Agent

Date: 6/29/2026

VL

Certificate Of Completion

Envelope Id: FFF20437-743A-8892-8196-B354DE72BE6F
Status: Completed
Subject: 40-00000-24-00068 Automotive Vehicles A004 FINAL
Source Envelope:
Document Pages: 1
Signatures: 1
Certificate Pages: 5
Initials: 2
AutoNav: Enabled
EnvelopeId Stamping: Enabled
Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Envelope Originator:
Kimberly A Hunt-Brown
1100 S Saint Francis Dr
Santa Fe, NM 87502
Kimberly.Hunt-Brown@gsd.nm.gov
IP Address: 164.64.62.10

Record Tracking

Status: Original
6/29/2026 10:51:54 AM
Security Appliance Status: Connected

Holder: Kimberly A Hunt-Brown
Kimberly.Hunt-Brown@gsd.nm.gov
Pool: StateLocal

Location: DocuSign

Signer Events	Signature	Timestamp
Vanessa LeBlanc Vanessa.LeBlanc@gsd.nm.gov Bureau Chief New Mexico General Services Security Level: Email, Account Authentication (None), Login with SSO	 Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 6/29/2026 10:53:31 AM Viewed: 6/29/2026 11:08:19 AM Signed: 6/29/2026 11:08:26 AM
Electronic Record and Signature Disclosure: Accepted: 6/2/2020 7:02:26 AM ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4		
Kimberly A Hunt-Brown Kimberly.Hunt-Brown@gsd.nm.gov New Mexico General Services Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 6/29/2026 11:08:27 AM Viewed: 6/29/2026 11:13:09 AM Signed: 6/29/2026 11:13:14 AM
Electronic Record and Signature Disclosure: Not Offered via Docusign		
Dorothy Mendonca dorothy.mendonca@gsd.nm.gov SPD Division Director / State Purchasing Agent General Services Department Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 6/29/2026 11:13:15 AM Viewed: 6/29/2026 11:44:31 AM Signed: 6/29/2026 11:44:35 AM
Electronic Record and Signature Disclosure: Accepted: 4/14/2023 7:24:59 AM ID: 51f6380f-50f7-4227-afb5-572b373dfb7c		

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	6/29/2026 10:53:31 AM
Certified Delivered	Security Checked	6/29/2026 11:44:31 AM
Signing Complete	Security Checked	6/29/2026 11:44:35 AM
Completed	Security Checked	6/29/2026 11:44:35 AM

Payment Events	Status	Timestamps

Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a $1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: *GSD.SPDinfo@state.nm.us*

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a $1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to *GSD.SPDinfo@state.nm.us* and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:
https://support.docusign.com/guides/signer-guide-signing-system-requirements

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to "I agree to use electronic records and signatures," before you click "CONTINUE" within the DocuSign system.

By selecting the check-box next to "I agree to use electronic records and signatures," you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.

Docusign Envelope ID: E3E533AA-EED6-4FE6-979F-57BB69BAE783

State of New Mexico
General Services Department
Purchasing Division

Statewide Price Agreement Amendment

Awarded Vendor:
13 Vendors

Ship To:
All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.

Invoice:
As Requested at Time of Order

Number**:** **40-00000-24-00068**

Amendment No.**:** **Three**

Term**:** **August 6, 2025 – August 5, 2026**

JC

Procurement Specialist**:** **Jessica Chavez**

Telephone No.**:** **(505) 500-9824**

Email: **jessica.chavez@gsd.nm.gov**

Title**:** **Automotive Vehicles**

This amendment is to be attached to the respective Price Agreement and become a part thereof.

In accordance with Price Agreement provisions, and by mutual agreement of all parties, this Price Agreement is extended from August 6, 2025 to August 5, 2026 at the same price, terms and conditions.

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

Dorothy Mendonca

Dorothy Mendonca
New Mexico State Purchasing Agent

Date: 8/4/2025

VL

Certificate Of Completion

Envelope Id: E3E533AA-EED6-4FE6-979F-57BB69BAE783
Status: Completed
Subject: Please DocuSign: SPD SPA
Source Envelope:
Document Pages: 1
Signatures: 1
Certificate Pages: 5
Initials: 2
AutoNav: Enabled
EnvelopeId Stamping: Enabled
Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Envelope Originator:
Jessica Chavez
1100 S Saint Francis Dr
Santa Fe, NM 87502
jessica.chavez@gsd.nm.gov
IP Address: 164.64.62.10

Record Tracking

Status: Original
7/28/2025 8:55:09 AM
Holder: Jessica Chavez
jessica.chavez@gsd.nm.gov
Location: DocuSign
Security Appliance Status: Connected
Pool: StateLocal
Storage Appliance Status: Connected
Pool: General Services Department
Location: Docusign

Signer Events	Signature	Timestamp
Vanessa LeBlanc vanessa.leblanc@gsd.nm.gov Bureau Chief New Mexico General Services Security Level: Email, Account Authentication (None), Login with SSO	VL Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 7/28/2025 9:01:34 AM Viewed: 7/28/2025 9:25:56 AM Signed: 7/28/2025 9:31:27 AM
Electronic Record and Signature Disclosure: Accepted: 6/2/2020 7:02:26 AM ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4		
Jessica Chavez jessica.chavez@gsd.nm.gov Procurement Specialist II Security Level: Email, Account Authentication (None)	JC Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 7/28/2025 9:31:28 AM Viewed: 8/4/2025 8:23:28 AM Signed: 8/4/2025 8:23:56 AM
Electronic Record and Signature Disclosure: Not Offered via Docusign		
Dorothy Mendonca dorothy.mendonca@gsd.nm.gov SPD Division Director / State Purchasing Agent General Services Department Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None)	Dorothy Mendonca Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 8/4/2025 8:23:57 AM Viewed: 8/4/2025 8:39:26 AM Signed: 8/4/2025 8:39:35 AM
Electronic Record and Signature Disclosure: Accepted: 4/14/2023 7:24:59 AM ID: 51f6380f-50f7-4227-afb5-572b373dfb7c		

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	7/28/2025 9:01:34 AM
Certified Delivered	Security Checked	8/4/2025 8:39:26 AM
Signing Complete	Security Checked	8/4/2025 8:39:35 AM
Completed	Security Checked	8/4/2025 8:39:35 AM

Payment Events	Status	Timestamps

Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a $1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: *GSD.SPDinfo@state.nm.us*

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a $1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to *GSD.SPDinfo@state.nm.us* and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:
https://support.docusign.com/guides/signer-guide-signing-system-requirements

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to "I agree to use electronic records and signatures," before you click "CONTINUE" within the DocuSign system.

By selecting the check-box next to "I agree to use electronic records and signatures," you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.

Docusign Envelope ID: 9FD961B1-9A33-4FC3-8316-F7E9CA1E8265

State of New Mexico
General Services Department
Purchasing Division

Statewide Price Agreement Amendment

Awarded Vendor:
(AG) 0000137865
MCLL., Inc
377 Emilio Lopez Rd
Los Lunas, NM 87031

Attn: Karen Sluga
Phone: (505) 866-3180
Email: karen@melloyfleet.com

Number**: 40-00000-24-00068**

Amendment No**: Two**

Term**: August 6, 2024 – August 5, 2025**

Ship To:
All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.

Invoice:
As Requested at Time of Order

Procurement Specialist**: Jessica Chavez** JC

Telephone No**.: (505) 500-9824**

Email: **Jessica.Chavez@gsd.nm.gov**

Title**: Automotive Vehicles**

This amendment is to be attached to the respective Price Agreement and become a part thereof.

Please see the following revised item for vendor (AG) MCLL., LLC; Item 8

8	1	% Disc	Sports Utility Vehicle (SUV), BEV/PHEV Powered, Crossover, Five (5) door, 4X4, AWD, RWD, FWD
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AG)** **1% Chevrolet Blazer EV RWD/eAWD** **1% Chevrolet Blazer EV eAWD Police** **1% Chevrolet Equinox EV**

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

Natalie Martinez

Date: 4/10/2025

Dorothy Mendonca
New Mexico State Purchasing Agent

x **This Agreement was signed on behalf of the State Purchasing Agent**

VL

Certificate Of Completion

Envelope Id: 9FD961B1-9A33-4FC3-8316-F7E9CA1E8265
Status: Completed
Subject: Please DocuSign: SPD SPA
Source Envelope:
Document Pages: 1
Signatures: 1
Envelope Originator:
Certificate Pages: 5
Initials: 2
Jessica Chavez
AutoNav: Enabled
1100 S Saint Francis Dr
EnvelopeId Stamping: Enabled
Santa Fe, NM 87502
Time Zone: (UTC-07:00) Mountain Time (US & Canada)
jessica.chavez@gsd.nm.gov
IP Address: 164.64.62.10

Record Tracking

Status: Original
4/10/2025 9:11:13 AM
Holder: Jessica Chavez
jessica.chavez@gsd.nm.gov
Location: DocuSign
Security Appliance Status: Connected
Pool: StateLocal
Storage Appliance Status: Connected
Pool: General Services Department
Location: Docusign

Signer Events	Signature	Timestamp
Vanessa LeBlanc vanessa.leblanc@gsd.nm.gov Bureau Chief New Mexico General Services Security Level: Email, Account Authentication (None)	VL Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 4/10/2025 9:12:05 AM Viewed: 4/10/2025 9:13:24 AM Signed: 4/10/2025 9:13:29 AM
Electronic Record and Signature Disclosure: Accepted: 6/2/2020 7:02:26 AM ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4		
Jessica Chavez jessica.chavez@gsd.nm.gov Procurement Specialist II Security Level: Email, Account Authentication (None)	JC Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 4/10/2025 9:13:30 AM Viewed: 4/10/2025 9:14:13 AM Signed: 4/10/2025 9:14:22 AM
Electronic Record and Signature Disclosure: Not Offered via Docusign		
Natalie Martinez natalie.martinez1@gsd.nm.gov Deputy Director New Mexico General Services Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None)	Natalie Martinez Signature Adoption: Pre-selected Style Using IP Address: 174.205.225.173	Sent: 4/10/2025 9:14:23 AM Viewed: 4/10/2025 9:24:26 AM Signed: 4/10/2025 9:24:48 AM
Electronic Record and Signature Disclosure: Not Offered via Docusign		

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	4/10/2025 9:12:05 AM
Certified Delivered	Security Checked	4/10/2025 9:24:26 AM
Signing Complete	Security Checked	4/10/2025 9:24:48 AM
Completed	Security Checked	4/10/2025 9:24:48 AM

Payment Events	Status	Timestamps

Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a $1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: *GSD.SPDinfo@state.nm.us*

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a $1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to *GSD.SPDinfo@state.nm.us* and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:
https://support.docusign.com/guides/signer-guide-signing-system-requirements

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to "I agree to use electronic records and signatures," before you click "CONTINUE" within the DocuSign system.

By selecting the check-box next to "I agree to use electronic records and signatures," you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

State of New Mexico
General Services Department
Purchasing Division

Statewide Price Agreement Amendment

Awarded Vendor: **13 Vendors**

Number: **40-00000-24-00068**

Amendment No.: **One**

Term: **August 6, 2024 – August 5, 2025**

Ship To: **All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.**
Invoice: **As Requested at Time of Order**

Procurement Specialist: **Jessica Chavez**

Telephone No.: **(505) 500-9824**

Email: **Jessica.Chavez@gsd.nm.gov**

Title: **Automotive Vehicles**

This amendment is to be attached to the respective Price Agreement and become a part thereof.

Please see the revised items on the following pages.

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

Dorothy Mendonca

Dorothy Mendonca
New Mexico State Purchasing Agent

Date: 9/20/2024

VL AP

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
1	1	% Disc	Sub-Compact, ICE/HEV Powered, Four (4) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AJ)** **2%** **Nissan Versa**	**(AL)** **13.5%** **Ford Escape (ICE)** **8.5%** **Ford Maverick (ICE)** **8.5%** **Ford Maverick (HEV)**
Comments:					**All trim levels included in % discount**

1a)	1	% Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **5%**

1b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **6%**

1.5	1	% Disc	Sub-Compact, ICE/HEV Powered, Two (2) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AJ)** **2% Nissan Z**	**(AL)** **10.5% Ford Mustang** **All trim levels included in % discount**

1.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **5%**

1.5b)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **6%**

2	1	% Disc	Sub-Compact, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AL)** **13.5% Ford Escape (PHEV)** **9.5% Ford Mach-E (BEV)** **All trim levels included in % discount**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description	
2a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AL)** **6%**

2b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AL)** **6%**

2.5)	1	% Disc	Sub-Compact, BEV/PHEV Powered, Two (2) door, FWD, AWD, RWD
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**

2.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**

2.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**

3	1	% Disc	Mid-size Sedan, ICE/HEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AG)** **1%** **Chevrolet Malibu 4 Dr Sedan**
Make/Model Options:			**(AJ)** **3% Nissan Sentra** **3% Nissan Sentra**	
Comments:				

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
3a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AJ)** **3%**	

3b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AJ)** **3%**	

3.5	**1**	% Disc	Mid-size Sedan, ICE/HEV Powered, Two (2) door, FWD, AWD, RWD			
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **5% Ford Mustang ECOBOOST GT** **No Specialty**	**(AF)** **2%**	**(AG)** **1%** **Chevy Camaro**	**(AH)** **1%** **Ford Mustang** **1% Ford Mustang GT**
			(AJ) **2%** **Nissan Z**	**(AK)** **5% Mustang All Factory Models**	**(AL)** **10.5% Ford Mustang (ICE)**	
Comments:				**Delivery to Agency: 10%** **Factory Extended Warranty: 10%**		

3.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**	**(AJ)** **2%**
			(AK) **2%**	**(AL)** **5%**		

3.5b)	1	%Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2% Mustang**	**(AG)** **2%**	**(AH)** **5%**	**(AJ)** **2%**
			(AK) **5%**	**(AL)** **5%**		

4	1	% Disc	Mid-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **10%**	

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description
4a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**

4b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**

4.5	1	% Disc	Mid-size Sedan, BEV/PHEV Powered, Two (2) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **10%** **Mustang Mach-e Electric**	**(AK)** **5% Mustang all Factory Models** **Delivery To Agency: 10%** **Factory Extended Warranty: 10%**

4.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **2%**	**(AL)** **5%**

4.5b)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **5%**	**(AL)** **6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
5	1	% Disc	Full-size Sedan, ICE/HEV/Diesel Powered, Four (4) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Charger** **10%** **Dodge Charger Pursuit**	**(AF)** **2%**	**(AI)** **1% Dodge Charger SXT RWD** **1% Dodge Charger SXT AWD** **1% Dodge Charger Police RWD** **10% Dodge Charger Police AWD** **10% Chrysler 300 Touring RWD** **1% Chrysler 300 Touring AWD** **1%**
			(AJ) **3%** **Nissan Altima**		
Comments:					

5a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AI)** **2%**	**(AJ)** **3%**

5b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AF)** **2%**	**(AI)** **5%**	**(AJ)** **3%**

5.5	1	% Disc	Full-size Sedan, ICE/HEV/Diesel Powered, Two (2) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Challenger 1%**	**(AF)** **2%**	**(AI)** **1% Dodge Challenger SXT RWD** **1% Dodge Challenger SXT AWD**
			(AJ) **2%** **Nissan Z**	**(AL)** **10.50%** **Ford Mustang (ICE)**	
Comments:				**All trim levels included in % discount**	

5.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AF)** **2%**	**(AI)** **2%**	**(AJ)** **2%**
			(AL) **5%**			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
5.5b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AF) 2%**	**(AI) 5%**	**(AJ) 2%**
			(AL) 6%			

6	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	
Comments:				

6a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**

6b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**

6.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**

6.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
			(AF)
Percentage Discount off of MSRP for Factory Options			**2%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
7	1	% Disc	Sports Utility Vehicle (SUV), ICE/HEV Powered, Crossover, Five (5) door, 4X4, AWD, RWD, FWD.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1% Dodge Hornet**	**(AC)** **7% Ford Edge** **7% Ford Bronco Sport** **7% Ford Escape** **3% Ford Bronco Full Size No Specialty**	**(AF)** **5% Ford Escape** **5% Ford Edge** **5% Bronco Sport**
			(AG) **2% Chevrolet Blazer FWD/AWD** **3% Chevrolet Equinox FWD/AWD 2%**	**(AH)** **1% Ford Escape Base FWD** **1% Ford Escape Base AWD**	**(AI)** **1% Dodge Hornet GT AWD** **1% Jeep Compass Sport 4WD**
			(AJ) **2% Nissan Kicks**	**(AK)** **5% Ford Escape** **3% Escape Base** **5% Escape Active** **5% Escape Platinum** **5% Escape ST** **3% Escape - Hybrid** **2% Escape Plug-in Hybrid** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **10.00% Ford Explorer (ICE)** **11.50% Ford Expedition (ICE)**
Comments:				**For Hybrid & Plug-in Hybrid: When Available**	**All trim levels included in % discount**

7a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AH) **2%**	**(AI)** **2%**	**(AK)** **2%**	**(AL)** **5%**

7b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**
			(AH) **5%**	**(AI)** **5%**	**(AK)** **5%**	**(AL)** **6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
7.5	1	% Disc	Sports Utility Vehicle (SUV), ICE/HEV Powered, Crossover, Two (2) door, 4X4, AWD, RWD, FWD.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **3% Ford Bronco Full Size** **No Specialty**	**(AF)** **2% Ford Bronco - 2 door model**	**(AH)** **1% Ford Bronco Big Bend**
			(AI) **1% Jeep Wrangler Sport**	**(AJ)** **3% Nissan Rogue** **3% Nissan Murano**	**(AK)** **6% Ford Edge All Factory Models** **10% Delivery to Agency** **10% Factory Extended Warranty**

7.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC)** **3%**	**(AF)** **2%**	**(AH)** **2%**	**(AI)** **2%**
			(AJ) **3%**	**(AK)** **2%**	**(AL)** **5%**	

7.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC)** **5%**	**(AF)** **2%**	**(AH)** **5%**	**(AI)** **5%**
			(AJ) **3%**	**(AK)** **5%**	**(AL)** **6%**	

8	1	% Disc	Sports Utility Vehicle (SUV), BEV/PHEV Powered, Crossover, Five (5) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Hornet 1%**	**(AC)** **5%** **1% Ford Mach E** **5% Ford Escape Plug In**	**(AF)** **2% Ford Escape - PHEV**
			(AG) **1% Chevrolet Blazer EV RWD/eAWD** **1% Chevrolet Blazer EV eAWD Police**	**(AH)** **1% Ford Mustang Mach-E Select RWD** **1% Ford Mustang Mach-E Select AWD**	**(AI)** **1% Dodge Hornet R/T eAWD**
			(AJ) **3% Nissan Ariya**	**(AK)** **2% Ford Escape Plug In Hybrid** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **13.50% Ford Escape (PHEV)** **9.50% Ford Mach-E (BEV)**
Comments:				**When available**	**All trim levels included in % discount**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
8a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AJ) 3%**	**(AK) 2%**
			(AL) 5%			

8b)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 3%**	**(AK) 5%**
			(AL) 6%			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
9	1	% Disc	Mid-Size Sports Utility Vehicle (SUV), ICE/HEV Powered, four (4) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Durango 1%** **Dodge Durango Pursuit 6%**	**(AC)** **7%** **7% Ford Explorer** **7% Ford Explorer Interceptor**	**(AF)** **5% Ford Explorer**
			(AG) **1% Chevrolet Traverse Limited FWD/AWD** **1% Chevrolet Traverse 4 Dr LS (FWD)** **3% Chevrolet Traverse 4 DR Z71 (AWD)**	**(AH)** **1% Ford Edge SE AWD** **1% Ford Explorer Base RWD** **1% Ford Explorer Base 4WD 1%** **1% Ford Explorer Police Interceptor Utility AWD** **3% Ford Bronco Big Bend 4 Dr 4WD** **1% Ford Bronco Sport Big Bend 4WD**	**(AI)** **1% Dodge Durango SXT RWD** **1% Dodge Durango SXT AWD** **1% Dodge Durango Pursuit AWD** **6% Jeep Grand Cherokee Laredo 2WD** **2% Jeep Grand Cherokee Laredo 4WD** **2% Jeep Grand Cherokee L Laredo 2WD** **2% Jeep Grand Cherokee L Laredo 4WD**
			(AJ) **3% Nissan Rogue** **3% Nissan Pathfinder**	**(AK)** **3% Bronco Sport** **2% All Factory Civilian Model Explorer** **4% Explorer Police Interceptor EcoBoost AWD** **4.50% Explorer Police Interceptor Flex Fuel AWD** **4.50% Explorer Police Interceptor Hybrid AWD** **10% Delivery to Agency** **10% Factory Extended Warranty & Police Upfits**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **10% Ford Explorer (ICE)** **11.50% Ford Expedition (ICE)**
Comments:				**Ford Explorer / Bronco Sport**	**All trim levels included in % discount**

9a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AH) **2%**	**(AI)** **2%**	**(AJ)** **3%**	**(AK)** **2%**
			(AL) **5%**			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
9b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 3%**	**(AK) 5%**
			(AL) 6%			

10	1	% Disc	Mid-Size Sports Utility Vehicle (SUV), BEV/PHEV Powered, Four (4) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2% Ford Explorer - 4x4 - PHEV (timing TBD)**	**(AI) 1% Jeep Grand Cherokee 4xe 4WD 2% Jeep Wrangler 4xe Sport S 4WD 1%**	**(AJ) 3% Nissan Ariya**
			(AK)	**(AL)**	
			1% Mach E Mustang 1% Explorer 10% Delivery to Agency 10% Factory Extended Warranty	**13.50% Ford Escape (PHEV) 9.50% Ford Mach-E (BEV)**	
Comments:			**BEV / PHEV SUV**	**All trim levels included in % discount**	

10a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

10b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
11)	1	% Disc	Full-Size Sports Utility Vehicle (SUV), ICE/HEV Powered, Four (4) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Durango 1%** **Dodge Durango Pursuit 6%**	**(AC)** **8%** **8% Ford Expedition** **8% ForLud Expedition**	**(AF)** **8% Ford Expedition** **2% Ford Bronco - 4 door**
			(AG) **2% Chevrolet Tahoe 2WD/4WD** **3% Chevrolet Tahoe 4WD SSV** **2% Chevrolet Tahoe 2WD/4WD PPV** **2% Chevrolet Suburban 2WD/4WD** **3%**	**(AH)** **1% Ford Expedition XL 2WD** **1% Ford Expedition XL 4WD** **1% Ford Expedition XL 2WD SSV** **4% Ford Expedition XL 4WD SSV** **4% Ford Expedition Max XL 2WD** **1% Ford Expedition Max XL 4WD** **1%**	**(AI)** **1%** **Jeep Wagoneer 2WD 1%** **Jeep Wagoneer 4WD 1%** **Jeep Wagoneer L 2WD 1%** **Jeep Wagoneer L 4WD 1%** **Jeep Grand Wagoneer L 4WD 1%**
			(AJ) **3% Nissan Armada**	**(AK)** **1% Ford Bronco Full Size 4 Door** **1% Ford Bronco Full Size 2 Door** **5% All Civilian Model Expedition** **4% Special Service Model Expedition** **10% Police Uplifts** **10% Delivery To Agency** **10% Factory Extended Warranty**	**(AL)** **13.50% Ford Escape (ICE)** **14.50%** **Ford Edge (ICE)** **11.50%** **Ford Bronco Sport (ICE)** **8.50%** **Ford Maverick (ICE)** **8.50%** **Ford Maverick (HEV)** **10%** **Ford Explorer (ICE)** **11.50%** **Ford Expedition (ICE)**
Comments:					**All trim levels included in % discount**

11a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AH) **2%**	**(AI)** **2%**	**(AJ)** **3%**	**(AK)** **2%**
			(AL) **5%**			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
11b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 3%**	**(AK) 5%**
			(AL) 6%			

12)	1	% Disc	Full-Size Sports Utility Vehicle (SUV), BEV/PHEV Powered, Four (4) door, 4X4, AWD, RWD, FWD RWD.
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**

12a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**

12b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="3">Description</th></tr>
<tr><td>13</td><td>1</td><td>% Disc</td><td colspan="3">Pickup, ½ Ton, ICE/HEV/Diesel Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD</td></tr>
<tr><td colspan="3" rowspan="3">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.

Make/Model Options:</td><td>(AB)
2%
Ram 1500 DS 10%
Ram 1500 DT 2%
Ram 1500 SSV 14%</td><td>(AC)
8%
8% Ford F-150
10% Ford F-150 Interceptor</td><td>(AF)
5% Ford F150 - ICE
5% Ford F150 – Hybrid / PowerBoost
0% Ford F-150 – excludes Raptor</td></tr>
<tr><td>(AG)
1% Chevrolet Silverado 1500 2WD/4WD Reg Cab
1% Chevrolet Silverado 1500 2WD/4WD Double Cab
1% Chevrolet Silverado 1500 2WD/4WD Crew Cab
1% Chevrolet Silverado 1500 2WD/4WD SSV
3% Chevrolet Silverado 1500 4WD PPV
4%</td><td>(AH)
1% Ford F150 XL 2WD Reg Cab 6.5' Bed
1% Ford F150 XL 2WD SuperCab 6.5' Bed
1% Ford F150 XL 2WD SuperCrew 5.5' Bed
2% Ford F150 XL 4WD Reg Cab 6.5' Bed
2% Ford F150 XL 4WD SuperCab 6.5' Bed
2% Ford F150 XL 4WD SuperCrew 5.5' Bed
2% Ford F150 Police Responder XL 4WD SuperCrew 5.5' Bed
4%</td><td>(AI)
1% Ram 1500 Tradesman 2WD Quad Cab 6'4" Bed
1% Ram 1500 Tradesman 2WD Crew Cab 5'7" Bed
1% Ram 1500 Tradesman 4WD Quad Cab 6'4" Bed
1% Ram 1500 Tradesman 4WD Crew Cab 5'7" Bed
1% Ram 1500 Tradesman Classic 2WD Quad Cab 6'4" Bed
10% Ram 1500 Tradesman Classic 2WD Crew Cab 5'7" Bed
10% Ram 1500 Tradesman Classic 4WD Quad Cab 6'4" Bed
10% Ram 1500 Tradesman Classic 4WD Crew Cab 5'7" Bed
10% Ram 1500 Classic SSV 4WD Crew Cab 5'7" Bed
12%</td></tr>
<tr><td>(AJ)
2% Nissan Frontier
3% Nissan Titan</td><td>(AK)
1% Ranger
4% F150 Regular Cab
5% F150 Extended/Super Cab
5% F150 Crew Cab
5% F150 Crew Cab Hybrid
5% F150 Crew Cab Police Responder
1% F150 Crew Cab Raptor
10% Delivery to Agency & Police Upfit</td><td>(AL)
13.50% Ford F-150 (ICE) 2.7L

15.50% Ford F-150 (HEV)

14.50% Ford F-150 (ICE) 3.5L</td></tr>
<tr><td colspan="3">Comments:</td><td></td><td>Limited Availability for F150 Crew Cab Raptor</td><td>All trim levels included in % discount</td></tr>
</table>

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
13a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AJ) 2%**	**(AK) 2% (1% on Raptor Factory Options)**
			(AL) 5%			

13b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 2%**	**(AK) 5%**
			(AL) 6%			

14	1	% Disc	Pickup, ½ Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC) 5% Ford Lightning**	**(AF) 8% Ford Lightning - Full Electric (W1B Model)**	**(AG) 0% Chevrolet Silverado EV e4WD Crew Cab**
			(AH) 1% Ford F150 Lightning Pro 4WD SuperCrew 5.5' Bed	**(AK) 3% F150 Lightning 10% Delivery To Agency 10% Factory Extended Warranty**	**(AL) 10.50% Ford F-150 Lightning (BEV)**
Comments:					**All trim levels included in % discount**

14a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC) 3%**	**(AF) 2%**	**(AH) 2%**	**(AK) 2%**
			(AL) 5%			

14b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC) 5%**	**(AF) 2%**	**(AG) 5%**	**(AH) 5%**
			(AK) 5%	**(AL) 6%**		

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>15</td><td>1</td><td>% Disc</td><td colspan="2">Pickup, ¾ Ton, ICE/HEV/Diesel Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD</td></tr>
<tr><td rowspan="3">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td colspan="2">(AB)
11% Ram 2500</td><td>(AC)
8% Ford F-250</td></tr>
<tr><td colspan="2">(AF)
8% F250</td><td>(AG)
1% Chevrolet Silverado 2500HD 2WD Reg Cab Gas/Diesel Engine
1% Chevrolet Silverado 2500HD 4WD Reg Cab 142" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Reg Cab 142" Diesel Engine
4% Chevrolet Silverado 2500HD 2WD Double Cab 149" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Double Cab 149" Gas Engine
4% Chevrolet Silverado 2500HD 2WD Double Cab 149" Diesel Engine
4% Chevrolet Silverado 2500HD 4WD Double Cab 149" Diesel Engine
5% Chevrolet Silverado 2500HD 2WD Crew Cab 159" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Crew Cab 159" Gas Engine
4% Chevrolet Silverado 2500HD 2WD Crew Cab 159" Diesel Engine
4% Chevrolet Silverado 2500HD 4WD Crew Cab 159" Diesel Engine 5%</td></tr>
<tr><td colspan="2">(AH)
1% Ford Super Duty F250 SRW XL 2WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 2WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 2WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD Crew Cab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD Crew Cab 6.75' Bed Diesel Engine 1%</td><td>(AI)
11% Ram 2500 Tradesman 2WD Reg Cab 8' Bed Gas Engine
11% Ram 2500 Tradesman 2WD Reg Cab 8' Bed Diesel Engine
11% Ram 2500 Tradesman 2WD Crew Cab 6'4" Bed Gas Engine
11% Ram 2500 Tradesman 2WD Crew Cab 6'4" Bed Diesel Engine
11% Ram 2500 Tradesman 4WD Reg Cab 8' Bed Gas Engine
11% Ram 2500 Tradesman 4WD Reg Cab 8' Bed Diesel Engine
11% Ram 2500 Tradesman 4WD Crew Cab 6'4" Bed Gas Engine *includes SSV
11% Ram 2500 Tradesman 4WD Crew Cab 6'4" Bed Diesel Engine *includes SSV
11%</td></tr>
<tr><td></td><td colspan="2">(AK)
3% F250 All Factory Models & Trim Levels
10% Delivery to Agency 10% Factory Extended Warranty</td><td>(AL)
11.50% Ford F-250 (ICE)
11.50% Ford F-250 (DIESEL)</td></tr>
<tr><td></td><td colspan="2"></td><td>All trim levels included in % discount</td></tr>
</table>

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
15a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

15b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

16	1	% Disc	Pickup, ¾ Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	**(AK) 3%** **10% Delivery to Agency** **10% Factory Extended Warranty**

16a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 2%**	**(AL) 5%**

16b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 5%**	**(AL) 6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>17</td><td>1</td><td>% Disc</td><td colspan="2">Pickup, 1 Ton, ICE/HEV/Diesel Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD</td></tr>
<tr><td rowspan="2" colspan="3">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td>(AB)
11% Ram 3500
2% Ram 2500 Cab Chassis</td><td>(AC)
8% Ford F-350</td></tr>
<tr><td>(AF)
8% F350 – Pickup
8% F350 Chassis Cab</td><td>(AG)
1% Chevrolet Silverado 3500HD 2WD Reg Cab 142" Gas Engine
1% Chevrolet Silverado 3500HD 2WD Reg Cab 142" Diesel Engine
3% Chevrolet Silverado 3500HD 2WD Double Cab 162" Gas Engine
4% Chevrolet Silverado 3500HD 2WD Double Cab 162" Diesel Engine
5% Chevrolet Silverado 3500HD 2WD Crew Cab 159" Gas Engine
3% Chevrolet Silverado 3500HD 2WD Crew Cab 159" Diesel Engine
5% Chevrolet Silverado 3500HD 4WD Reg Cab 142" Gas Engine
2% Chevrolet Silverado 3500HD 4WD Reg Cab 142" Diesel Engine
4% Chevrolet Silverado 3500HD 4WD Double Cab 162" Gas Engine
4% Chevrolet Silverado 3500HD 4WD Double Cab 162" Diesel Engine
5% Chevrolet Silverado 3500HD 4WD Crew Cab 159" Gas Engine
4% Chevrolet Silverado 3500HD 4WD Crew Cab 159" Diesel Engine
5% Chevrolet Silverado 3500HD CC 2WD Reg Cab 60" CA Gas Engine
1% Chevrolet Silverado 3500HD CC 2WD Reg Cab 60" CA Diesel Engine
3% Chevrolet Silverado 3500HD CC 2WD Crew Cab 60" CA Gas Engine
3% Chevrolet Silverado 3500HD CC 2WD Crew Cab 60" CA Diesel Engine
5% Chevrolet Silverado 3500HD CC 4WD Reg Cab 60" CA Gas Engine
2% Chevrolet Silverado 3500HD CC 4WD Reg Cab 60" CA Diesel Engine
4% Chevrolet Silverado 3500HD CC 4WD Crew Cab 60" CA Gas Engine
4% Chevrolet Silverado 3500HD CC 4WD Crew Cab 60" CA Diesel Engine 5%</td></tr>
</table>

Item 17 Continued on next page

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item 17 Continued:

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>17</td><td>1</td><td>% Disc</td><td colspan="2">Pickup, 1 Ton, ICE/HEV/Diesel Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD</td></tr>
<tr><td rowspan="2">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td colspan="2">(AH)
1% Ford Super Duty F350 SRW XL 2WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 2WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 2WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 2WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 2WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 2WD Crew Cab 6.75' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 4WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 4WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 4WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 4WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 4WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F350 SRW XL 4WD Crew Cab 6.75' Bed Diesel Engine
1% Ford Super Duty F350 SRW XL 2WD Reg Cab 60" CA Gas Engine
1% Ford Super Duty F350 SRW XL 2WD SuperCab 60" CA Gas Engine
1% Ford Super Duty F350 SRW XL 2WD Crew Cab 60" CA Gas Engine
1% Ford Super Duty F350 SRW XL 4WD Reg Cab 60" CA Gas Engine
1% Ford Super Duty F350 SRW XL 4WD SuperCab 60" CA Gas Engine
1% Ford Super Duty F350 SRW XL 4WD Crew Cab 60" CA Gas Engine
1%</td><td>(AI)
2% Ram 3500 Tradesman 2WD Reg Cab 8' Bed Gas Engine
11% Ram 3500 Tradesman 2WD Reg Cab 8' Bed Diesel Engine
11% Ram 3500 Tradesman 2WD Crew Cab 6'4" Bed Gas Engine
11% Ram 3500 Tradesman 2WD Crew Cab 6'4" Bed Diesel Engine
11% Ram 3500 Tradesman 4WD Reg Cab 8' Bed Gas Engine
11% Ram 3500 Tradesman 4WD Reg Cab 8' Bed Diesel Engine
11% Ram 3500 Tradesman 4WD Crew Cab 6'4" Bed Gas Engine
11% Ram 3500 Tradesman 4WD Crew Cab 6'4" Bed Diesel Engine
11% Ram 3500 Chassis Cab Tradesman 2WD Reg Cab 60" CA Gas Engine
2% Ram 3500 Chassis Cab Tradesman 2WD Reg Cab 60" Diesel Engine
2% Ram 3500 Chassis Cab Tradesman 2WD Crew Cab 60" CA Gas Engine
2% Ram 3500 Chassis Cab Tradesman 2WD Crew Cab 60" CA Diesel Engine
2% Ram 3500 Chassis Cab Tradesman 4WD Reg Cab 60" CA Gas Engine
2% Ram 3500 Chassis Cab Tradesman 4WD Reg Cab 60" CA Diesel Engine
2% Ram 3500 Chassis Cab Tradesman 4WD Crew Cab 60" CA Gas Engine
2% Ram 3500 Chassis Cab Tradesman 4WD Crew Cab 60" CA Diesel Engine
2%</td></tr>
<tr><td colspan="2">(AK)
3% F350 All Factory Models - Trim Levels
10% Delivery To Agency
10% Factory Extended Warranty</td><td>(AL)
10.50% Ford F-350 (ICE)
11.50% Ford F-350 (Diesel)</td></tr>
<tr><td>Comments:</td><td colspan="2"></td><td>All trim levels included in % discount</td></tr>
</table>

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
17a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

17b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 5%**	**(AL) 6%**

18	1	% Disc	Pickup, 1 Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	**(AK) 10% Delivery to Agency 10% Factory Extended Warranty**

18a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 2%**	**(AL) 5%**

18b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 5%**	**(AL) 6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
19	1	% Disc	Mid-Size Pickup, ICE/HEV/Diesel/BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **5% Ford Ranger**	**(AF)** **5% Ford Ranger (excludes Ranger Raptor)** **0% Excludes Ranger Raptor**	**(AG)** **1% Chevrolet Colorado 2WD/4WD Crew Cab** **1%**
			(AH) **1% Ford Ranger XL 2WD SuperCrew 5' Bed** **1% Ford Ranger XL 4WD SuperCrew 5' Bed** **1%**	**(AI)** **1% Jeep Gladiator Sport 4WD** **1%**	**(AK)** **1% Ranger** **10% Delivery to Agency** **10% Factory Extended Warranty**
			(AL) **10.50% Ford F-450 (ICE/DIESEL)** **10.50% Ford F-550 (ICE/DIESEL)**		
Comments:			**All trim levels included in % discount**		

19a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**
			(AI) **2%**	**(AK)** **2%**	**(AL)** **5%**	

19b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**	**(AH)** **5%**
			(AI) **5%**	**(AK)** **5%**	**(AL)** **6%**	

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
20	1	% Disc	Compact Pickup, ICE/HEV/Diesel/BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **3% Ford Maverick**	**(AE)** **1.50% Ford Maverick**	**(AH)** **1% Ford Maverick XL FWD SuperCrew** **1% Ford Maverick XL AWD SuperCrew** **1%**
			(AK) **2% Maverick All Models & Trim Levels** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **13.50% Ford F-150 (ICE) 2.7L** **15.50% Ford F-150 (HEV)** **14.50% Ford F-150 (ICE) 3.5L**	
Comments:				**All trim levels in % discount**	

20a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC)** **3%**	**(AF)** **1%**	**(AH)** **2%**	**(AK)** **2%**
			(AL) **5%**			

20b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC)** **5%**	**(AF)** **1%**	**(AH)** **5%**	**(AK)** **5%**
			(AL) **6%**			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
21	1	% Disc	Van, Seven (7) Passenger or Cargo, ICE/HEV Powered RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1% Ram ProMaster**	**(AE)** **7% Ford Transit - ICE**	**(AG)** **6% Chevrolet Express Passenger RWD 2500 135"** **6% Chevrolet Express Passenger RWD 3500 135"** **6%**
			(AH) **1% Ford Transit Passenger Wagon T350 148" Roof XL RWD** **1% Ford Transit Passenger Wagon T350 148" Roof XL AWD** **1%**	**(AI)** **1% Chrysler Voyager LX FWD** **1% Chrysler Pacifica Touring FWD** **1% Chrysler Pacifica Touring L AWD** **1%**	**(AK)** **2% 10 Passenger Configuration** **2% 12 Passenger Configuration** **2% 14 Passenger Configuration** **10% Delivery To Agency** **10% Factory Extended Warranty** **Ford Transit Cargo/ Passenger Wagon**
			(AL) **10.50% Ford Transit 150 Low Roof (ICE)** **All trim levels included in % discount**		

21a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**
			(AI) **2%**	**(AK)** **2%**	**(AL)** **5%**	

21b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AE)** **2%**	**(AG)** **5%**	**(AH)** **5%**
			(AI) **5%**	**(AK)** **5%**	**(AL)** **6%**	

22	1	% Disc	Van, Seven (7) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **6% Ford eTransit - Full Electric**	**(AI)** **1% Chrylser Pacifica Hybrid Select FWD**
			(AK) **3% E-Transit** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **10.50% Ford Transit 150 Low Roof (ICE)**
Comments:				**All trim levels included in % discount**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
22a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AI)** **2%**	**(AK)** **2%**	**(AL)** **5%**

22b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AI)** **5%**	**(AK)** **5%**	**(AL)** **6%**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>23</td><td>1</td><td>% Disc</td><td colspan="2">Van, Two (2) Passenger or Cargo, ICE/HEV/Diesel Powered, RWD, FWD, AWD</td></tr>
<tr><td colspan="3" rowspan="2">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td>(AB)
1% Ram ProMaster 1500
1% Ram ProMaster 2500
1% Ram ProMaster 3500</td><td>(AC)
7% Ford Transit</td></tr>
<tr><td>(AF)
7% Ford Transit</td><td>(AG)
6% Chevrolet Express Cargo RWD 2500 135"
6% Chevrolet Express Cargo RWD 3500 135"</td></tr>
<tr><td colspan="3" rowspan="2"></td><td>(AH)
1% Ford Transit Cargo Van T150 130" Low Roof RWD
1% Ford Transit Cargo Van T250 130" Low Roof RWD
1% Ford Transit Cargo Van T350 130" Low Roof RWD
1% Ford Transit Cargo Van T150 130" Low Roof AWD
1% Ford Transit Cargo Van T250 130" Low Roof AWD
1% Ford Transit Cargo Van T350 130" Low Roof AWD
1% Ford Transit Chassis T250 RWD SRW 138" WB
1% Ford Transit Chassis T350 RWD SRW 138" WB
1% Ford Transit Chassis T350 AWD SRW 138" WB
1% Ford Transit Chassis T350 RWD DRW 138" WB
1% Ford Transit Chassis T350 AWD DRW 138" WB
1% Ford Transit Cutaway T250 RWD SRW 138" WB
1% Ford Transit Cutaway T250 AWD SRW 138" WB
1% Ford Transit Cutaway T350 RWD SRW 138"
1% Ford Transit Cutaway T350 AWD SRW 138" WB
1% Ford Transit Cutaway T350 RWD DRW 138" WB
1% Ford Transit Cutaway T350 AWD DRE 138" WB
1%</td><td>(AI)
1% Ram ProMaster Cargo Van Tradesman 1500 Low Roof 118" WB w/Passenger Seat
1% Ram ProMaster Cargo Van Tradesman 2500 Low Roof 136" WB w/Passenger Seat
1% Ram ProMaster Cargo Van Tradesman 3500 High Roof 159" WB w/Passenger Seat
1% Ram ProMaster Cutaway Tradesman 3500 159" WB w/Passenger Seat
1% Ram ProMaster Window Van 2500 High Roof 159" WB
1%</td></tr>
<tr><td>(AK)
3% Transit Cargo All Models & Trims
10% Delivery To Agency
10% Factory Extended Warranty</td><td>(AL)
10.50% Ford Transit 150 Low Roof (ICE)
10.50% Ford Transit 250 Medium Roof (ICE)
10.50% Ford Transit 350 High Roof (ICE)</td></tr>
</table>

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
23a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

23b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

24	1	% Disc	Van, Two (2) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC) 7% Ford Transit**	**(AF) 6% Ford eTransit - Full Electric**	**(AH) 1% Ford E-Transit Cargo Van T350 130" Low Roof 1% Ford E-Transit Chassis T350 RWD SRW 178" WB 1% Ford E-Transit Cutaway T350 RWD SRW 178" WB 1%**
			(AI) 1% Ram ProMaster Delivery Van BEV 3500 Super High Roof 159" WB 1%	**(AK) 3% E Transit All Models & Trims Econoline Cutaway 3% Transit 3% Econline Cutaway 10% Delivery to Agency 10% Factory Extended Warranty**	**(AL) 10.50% Ford Transit 250 Medium Roof Cargo (BEV) 10.50% Ford Transit 350 High Roof Cargo (BEV)**
Comments:					**All trim levels included in % discount**

24a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC) 3%**	**(AF) 2%**	**(AH) 2%**	**(AI) 2%**
			(AK) 2%	**(AL) 5%**		

24b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC) 5%**	**(AF) 8% Ford Transit**	**(AH) 5%**	**(AI) 5%**
			(AK) 5%	**(AL) 6%**		

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
25	1	% Disc	Van, Fifteen (15) Passenger or Cargo, ICE/BEV/PHEV/Diesel Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1% Ram ProMaster**	**(AC)** **7% Ford Transit**	**(AF)** **2%**
			(AG) **6% Chevrolet Express Passenger RWD 3500 135"** **6%**	**(AH)** **1% Ford Transit Passenger Wagon T350 HD 148" EL High Roof XL DRW RWD** **1% Ford Transit Passenger Wagon T350 HD 148" EL High Roof XL DRW AWD** **1%**	**(AK)** **3% Transit Passenger Wagon** **10% Delivery to Agency** **10% Factory Extended Warranty**
			(AL) **10.50% Ford Transit 150 Low Roof (ICE)** **10.50% Ford Transit 250 Medium Roof (ICE)** **10.50% Ford Transit 350 High Roof (ICE)** **10.50% Ford Transit 250 Medium Roof Cargo (BEV)** **10.50% Ford Transit 350 High Roof Cargo (BEV)**		
Comments:			**All trim levels included in % discount**		

25a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AH) **2%**	**(AK)** **2%**	**(AL)** **5%**	

25b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**
			(AH) **5%**	**(AK)** **5%**	**(AL)** **6%**	

26	1	% Disc	Van, Fifteen (15) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **6% Ford eTransit**	**(AK)** **3% Transit w/aftermarket BEV package** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **10.50% Ford Transit 250 Medium Roof Cargo (BEV)** **10.50% Ford Transit 350 High Roof Cargo (BEV)**
Comments:					**All trim levels included in % discount**

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description		
26a)	1	% Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **2%**	**(AL)** **5%**

26b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **5%**	**(AL)** **6%**

27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AA)** **2%** **Tint 5%** **Federal Signal 5%** **Sound off Signal 40%** **Troy Products 20%** **Westin Automotive / Public Safety 30%** **911 Circuts 10%** **Tiger Tough 2%** **RKI 0%** **WeatherGuard 2%** **Real Truck 5%**	**(AC)** **10% Lighting** **5% Standard Vehicle** **5% Body/Major Truck UpFit** **5% Van UpFit** **5% Emergency Lighting/Equipment**

Item 27 Continued on Next Page

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item 27 Continued

Item	Approx. Qty	UOM	Description
27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AD)** **AMERICAN EAGLE Drawer Systems-H.D. 10%, AUTOCRANE Truck Cranes 5%, BOSS Air Compressors 5%, BRAND FX Fiberglass service body 5%, BUYERS Truck Accessories, 20%, BUYERS SNOW AND ICE CONTROL Truck plows & Spreaders 15%, CADET MFG Truck platforms, bodies 10%, CHELSEA Power take off, pumps 10%, COX Reels and Pumps 10%, DECKED Drawer systems 10%, DEEZEE Pickup Accessories 10%, DHOLLANDIA Liftgates 10%, DONOVAN/SHURCO Tarps and mechanisms 10%, DOUGLAS DYNAMICS Snow Removal Equipment 10%, DURA CLASS-HEIL Dump Bodies, Hoists 10%, DURALIFT Bucket trucks 5%, FEDERAL SIGNAL Warning lights, accessories 20%, FISHER Spreaders 10%, FISHER Snow Plows 5%, FORCE AMERICA PTO, Pumps/hydraulics 25%, GOLIGHT Truck Lighting 15%, GPI Transfer Fuel Pumps 5%, HENDERSON MFG Dump Bodies, Hoists 10%, HENDERSON MFG Spreaders, H.D. snow plows 10%, HIGHWAY PRODUCTS Aluminum work equipment 5%, IOWA MOLD TOOL (IMTCO) Truck Cranes 15%, IOWA MOLD TOOL (IMTCO) Dominator Crane Bodies 15%, IOWA MOLD TOOL (IMTCO) Site Star Lube Bodies 5%, INGERSOL RAND Air Compressors 5%, INTERLIFT Lift gates 10%, JACKSON CREEK MFG Metal Animal Control Bodies 2%, JOBOX -DELTA Truck Tool Boxes 30%, HOLMAN Racks, Van & Pickup 10%, HOLMAN Van Interiors 15%, KNAPHEIDE MFG Utility, Platform, Crane Bodies 10%, KNAPHEIDE MFG Cargo Utility Vans (KUV series) 0%, KNAPHEIDE-SORTIMO Van Interior Equipment 10%, (LELY) AMERICAN TANK Vacuum Septic Tanks 5%, LIFTMOORE Truck Cranes 10%, MASTER RACK Van Interiors 15%, MEYER Pickup Accessories 5%, MORGAN Dry Freight van Bodies 10%, MORGAN Refrigerated Van Bodies 10%, MOUNTAIN TARP-PIONEER Tarps and Mechanisms 5%, MUNCIE PTO, Pumps/hydraulics 25%, RANCH HAND Grill guards, accessories 10%, RC Mfg. Toolboxes 10%, RKI Toolboxes 10%, RUGBY Dump Beds 10%, SAGE OIL VAC Lube Skids, Lube trailers 2%, SENSATA / MAGNUM Inverters 5%, SHURCO / DONOVAN Tarps and Mechanisms 10%, SNOW EX Snow/Ice Control 10%, SNUG TOP Work Shells / Pickup Tonneau Covers 10%, SPACE KAP Transferable Service bodies 3%, STELLAR Hook Lifts 10%, SWAB MFG Fiberglass Animal Control Body 2%, TBEI Dump Beds 10%, TOMMY GATE (WOODBINE MFG) Liftgates 15%, TRANSFER FLOW Auxiliary Fuel Tanks 10%, TRUCKLITE Truck Lighting 0%, UTEM MFG Aerial Man Lift, Insulated and non insulated 10%, VANAIR Air Compressors 5%, VENCO VENTURO Truck Cranes 5%, VISIONX Truck Lighting 15%, VMAC Air Compressors 5%, WALTCO Liftgates 5%, WARN WINCH Electric winches 10%, WEATHER GUARD TOOLBOXES/VAN INTERIORS 10%, ALL OTHER MFG 0%**

Item 27 Continued on Next Page

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item 27 Continued

Item	Approx. Qty	UOM	Description	
27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AE)** **READING TRUCK BODY - SL ST 98 SW RW1 40 U AA FFF 5%, SL ST 108 DW RW1 40 U AA FFR 5%, SL ST 132 DW RW1 40 U AA FFR 5%** **READING CRANE BODY RMS132DRW2FA045405 5%, MSS108DRW2FA100110 5%, PALFINGER CRANES** **PSC3216 3%, PSC6025H 3%** **CRYSTEEL DUMP BODY** **ETIP-87/96-1100-03Y-LBDUMP 6%, ETIP-60/96-1100-02Y-LBDUMP 6%** **MAXON LIFT GATE** **C2-60-1342 TP27 5%, C2-60-1542 TP27 5%, C2-54-1342 TP27 5%, C2-92-1650 TP35 5%, C2-92-1650 DT33 5%** **NORSTAR TRUCK BED** **SF094946002U06 3%, SR114948403U061 3%, ST114948403U061 3%** **RKI TRUCK BOXES / WINDOW GRILLES** **C63 7%, ST63 7%, M54U-1NM 7%, WG11 7%, WG15 7%**	**(AF)** **10% Upfits**
			(AJ) **3%**	**(AK)** **5% All upfits per quote specifications** **5% Service Body** **5% Flatbed** **5% Dump Body** **5% Crane** **5% Lift Gates** **5% Custom Options and Equipment**
			(AL) **6.00%**	

27a)	1	% Disc	Hourly Labor Rate			
Percentage Discount off of MSRP for Factory Options			**(AA)** **$120**	**(AC)** **$120**	**(AD)** **$100.00**	**(AE)** **$125**
			(AF) **$185**	**(AJ)** **$155.00**	**(AK)** **$125.00**	**(AL)** **$189.95**
			(AM) **$110**			

Docusign Envelope ID: 69DED676-7CC1-407D-856C-407C6D1BA41E

Item	Approx. Qty	UOM	Description			
27b)	1	% Disc	Percentage off Discount for Equipment and Supplies			
Percentage Discount off of MSRP for Factory Options			**(AA) 2%**	**(AC) 0%**	**(AD) 5%**	**(AE) 10%**
			(AF) 10%	**(AJ) 3%**	**(AK) 5%**	**(AL) 5%**
			(AM) 2%			

***** 27 Items Total *****

DocuSign

Certificate Of Completion

Envelope Id: 69DED6767CC1407D856C407C6D1BA41E
Status: Completed
Subject: Please DocuSign: 40-00000-24-00068 A001
Source Envelope:
Document Pages: 32
Signatures: 1
Certificate Pages: 5
Initials: 2
AutoNav: Enabled
EnvelopeId Stamping: Enabled
Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Envelope Originator:
Arrianna Romero
1100 S Saint Francis Dr
Santa Fe, NM 87502
Arrianna.Romero1@gsd.nm.gov
IP Address: 164.64.62.10

Record Tracking

Status: Original
9/17/2024 3:32:50 PM
Holder: Arrianna Romero
Arrianna.Romero1@gsd.nm.gov
Location: DocuSign

Security Appliance Status: Connected
Pool: StateLocal

Storage Appliance Status: Connected
Pool: General Services Department
Location: DocuSign

Signer Events	Signature	Timestamp
Vanessa LeBlanc Vanessa.LeBlanc@gsd.nm.gov Bureau Chief New Mexico General Services Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Accepted: 6/2/2020 7:02:26 AM ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4	VL Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 9/17/2024 3:36:20 PM Viewed: 9/18/2024 7:07:31 AM Signed: 9/19/2024 2:09:31 PM
Arrianna Romero Arrianna.Romero1@gsd.nm.gov Purchasing Agent Advance New Mexico General Services, State Purchasing Division Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Not Offered via DocuSign	AR Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 9/19/2024 2:09:35 PM Viewed: 9/20/2024 10:03:25 AM Signed: 9/20/2024 10:03:37 AM
Dorothy Mendonca dorothy.mendonca@gsd.nm.gov SPD Division Director / State Purchasing Agent General Services Department Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Accepted: 4/14/2023 7:24:59 AM ID: 51f6380f-50f7-4227-afb5-572b373dfb7c	Dorothy Mendonca Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 9/20/2024 10:03:41 AM Viewed: 9/20/2024 10:44:22 AM Signed: 9/20/2024 10:44:30 AM

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	9/17/2024 3:36:21 PM
Envelope Updated	Security Checked	9/18/2024 12:25:36 PM
Envelope Updated	Security Checked	9/18/2024 12:25:36 PM
Envelope Updated	Security Checked	9/18/2024 12:25:36 PM
Envelope Updated	Security Checked	9/18/2024 12:25:36 PM
Certified Delivered	Security Checked	9/20/2024 10:44:22 AM
Signing Complete	Security Checked	9/20/2024 10:44:30 AM
Completed	Security Checked	9/20/2024 10:44:30 AM

Payment Events	Status	Timestamps

Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a $1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: *GSD.SPDinfo@state.nm.us*

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a $1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to *GSD.SPDinfo@state.nm.us* and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:
https://support.docusign.com/guides/signer-guide-signing-system-requirements

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to "I agree to use electronic records and signatures," before you click "CONTINUE" within the DocuSign system.

By selecting the check-box next to "I agree to use electronic records and signatures," you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

State of New Mexico
General Services Department

Statewide Price Agreement

Awarded Vendor: **13 Vendors – See Pages 6 - 9**

Ship To: **All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.**
Invoice: **As Requested at Time of Order**

Price Agreement Number**:** **40-00000-24-00068**

Payment Terms**:** **Net 30**

F.O.B.**:** **Destination**

Delivery**:** **See Pages 6 - 9**

Procurement Specialist**:** **Jessica Chavez**

Telephone No.**:** **(505) 500-9824**

Email: **Jessica.Chavez@gsd.nm.gov**

Title**:** **Automotive Vehicles**

Term**:** **August 6, 2024 thru August 5, 2025**

This Statewide Price Agreement is made subject to the "terms and conditions" as indicated on subsequent pages.

Accepted for the State of New Mexico

Dorothy Mendonca

Date: 8/6/2024

New Mexico State Purchasing Agent

VL AP

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Terms and Conditions

(Unless otherwise specified)

1. **General:** When the State Purchasing Agent or his/her designee issues a purchase document in response to the Vendor's bid, a binding contract is created.

2. **Variation in Quantity:** No variation in the quantity of any item called for by this order will be accepted unless such variation has been caused by conditions of loading, shipping, packing or allowances in manufacturing process and then only to the extent, if any, specified in this order.

3. **Assignment:**

a. Neither the order, nor any interest therein, nor any claim thereunder, shall be assigned or transferred by the Vendor, except as set forth in Subparagraph 3b or as expressly authorized in writing by the State Purchasing Agent or his/her designee. No such assignment or transfer shall relieve the Vendor from the obligations and liabilities under this order.

b. Vendor agrees that any and all claims for overcharge resulting from antitrust violations which are borne by the State as to goods, services, and materials purchased in connection with this bid are hereby assigned to the State.

4. **State Furnished Property:** State furnished property shall be returned to the State upon request in the same condition as received except for ordinary wear, tear and modifications ordered hereunder.

5. **Discounts:** Prompt payment discounts will not be considered in computing the low bid.

6. **Inspection:** Final inspection and acceptance will be made at the destination. Supplies rejected at the destination for nonconformance with specifications shall be removed at the Vendor's risk and expense, promptly after notice of rejection.

7. **Inspection of Plant:** The State Purchasing Agent or his/her designee may inspect, at any reasonable time, the part of the Contractor's, or any subcontractor's plant or place of business, which is related to the performance of this contract.

8. **Commercial Warranty:** The Vendor agrees that the supplies or services furnished under this order shall be covered by the most favorable commercial warranties the Vendor gives for such to any customer for such supplies or services. The rights and remedies provided herein shall extend to the State and are in addition to and do not limit any rights afforded to the State by any other clause of this order. **Vendor agrees not to disclaim warranties of fitness for a particular purpose of merchantability.**

9. **Taxes:** The unit price shall exclude all state taxes.

10. **Packing, Shipping and Invoicing:**

a. The State's purchasing document number and the Vendor's name, user's name and location shall be shown on each packing and delivery ticket, package, bill of lading and other correspondence in connection with the shipments. The user's count will be accepted by the Vendor as final and conclusive on all shipments not accompanied by a packing ticket.

b. The Vendor's invoice shall be submitted duly certified and shall contain the following information: order number, description of supplies or services, quantities, unit price and extended totals. Separate invoices shall be rendered for each and every complete shipment.

c. Invoices must be submitted to the using agency and NOT the State Purchasing Agent.

11. **Default:** The State reserves the right to cancel all or any part of this order without cost to the State, if the Vendor fails to meet the provisions of this order and, except as otherwise provided herein, to hold the Vendor liable for any excess cost occasioned by the State due to the Vendor's default. The Vendor shall not be liable for any excess costs if failure to perform the order arises out of causes beyond the control and without the fault or negligence of the Vendor, such causes include but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the State shall determine that the supplies or services to be furnished by

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

the subcontractor were obtainable from other sources in sufficient time to permit the Vendor to meet the required delivery scheduled. The rights of the State provided in this paragraph shall not be exclusive and are in addition to any other rights now being provided by law or under this order.

12. **Non-Collusion:** In signing this bid the Vendor certifies he/she has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the State Purchasing Agent or his/her designee.

13. **Nondiscrimination:** Vendor doing business with the State of New Mexico must be in compliance with the Federal Civil Rights Act of 1964 and Title VII of the Act (Rev. 1979) and the Americans with Disabilities Act of 1990 (Public Law 101-336).

14. **The Procurement Code:** Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and criminal penalties for its violation. In addition the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

15. **Items:** All bid items are to be NEW and of most current production, unless otherwise specified.

16. **Payment for Purchases:** Except as otherwise agreed to: late payment charges may be assessed against the user state agency in the amount and under the conditions set forth in Section 13-1-158 NMSA 1978.

17. **Workers' Compensation:** The Contractor agrees to comply with state laws and rules pertaining to Workers' Compensation benefits for its employees. If the Contractor fails to comply with Workers' Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the contracting agency.

18. **Submission of Bid:** Bids must be submitted in a sealed envelope with the bid number and opening date clearly indicated on the bottom left hand side of the front of the envelope. Failure to label bid envelope will necessitate the premature opening of the bid in order to identify the bid number.

19. **Contractor Personnel**: Personnel proposed in the Contractor's written bid to the Procuring Agency are considered material to any work performed under this Price Agreement. Once a Purchase Order or contract has been executed, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience, and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld. The Procuring Agency shall retain the right to request the removal of any of the Contractor's personnel at any time.

20. **Subcontracting:** The Contractor shall not subcontract any portion of the Price Agreement without the prior written approval of the Procuring Agency. No such subcontracting shall relieve the Contractor from its obligations and liabilities under this Price Agreement, nor shall any subcontracting obligate payment from the Agency.

21. **Records and Audit:** The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature, and cost of services rendered during this Price Agreement's term and effect, and retain them for a period of three (3) years from the date of final payment under this Price Agreement. The records shall be subject to inspection by the Agency, State Purchasing Division, Department of Finance and Administration, and for Information Technology contracts, State Chief Information Officer. The Agency shall have the right to audit billings, both before and after payment. Payment for services under this Price Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments.

22. **Subcontracts:** The foregoing requirements for Contractor Personnel, Subcontracting, and Audit shall be inserted into all subcontracts from the prime contractor to the subcontractor.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

New Mexico Employees Health Coverage

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing this agreement, to have in place, and agrees to maintain for the term of the contract, health insurance for its New Mexico Employees and offer that health insurance to its New Mexico Employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceeds $250,000 dollars.

B. Contractor agrees to maintain a record of the number of its New Mexico Employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all of its New Mexico Employees of the availability of State publicly financed health care coverage programs by providing each of its New Mexico Employees with, as a minimum, the following web site link to additional information: https://bewellnm.com.

D. For purposes of this Paragraph, the following terms have the following meanings:

(1) "New Mexico Employee" means any resident of the State of New Mexico employed by Contractor who performs the majority of the employee's work for Contractor within the State of New Mexico, regardless of the location of Contractor's office or offices; and

(2) "offer" means to make available, without unreasonable restriction, enrollment in one or more health coverage plans and to actively seek and encourage participation in order to achieve the goals of Executive Order 2007-049. This could include State publicly financed public health coverage programs such as *Insure New Mexico!*

Statewide Price Agreement

Article I – Statement of Work
Under the terms and conditions of this Price Agreement all State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law may issue orders for items and/or services described herein. The terms and conditions of this Price Agreement shall form a part of each order issued hereunder.

The items and/or services to be ordered shall be as listed under Article IX - Price Schedule. All orders issued hereunder will bear both an order number and this Price Agreement number. It is understood that no guarantee or warranty is made or implied by the New Mexico State Purchasing Agent, his/her designee or the user that any order for any definite quantity will be issued under this Price Agreement. The Contractor is required to accept the order and furnish the items and/or services in accordance with the articles contained hereunder for the quantity of each order.

Article II – Term
The term of this Price Agreement, for issuance of orders, shall be as indicated in the specifications.

Article III – Specifications
Items and/or services furnished hereunder shall conform to the requirements of specifications and/or drawings applicable to items listed under Article IX-Price Schedule. Orders issued against this schedule will show the applicable Price Agreement item(s), number(s), and price(s); however they may not describe the item(s) fully.

Article IV – Shipping and Billing Instructions
Contractor shall ship in accordance with the following instructions: Shipment shall be made only against specific orders which the user may place with the Contractor during the term; The Contractor shall enclose a packing list with each shipment listing the order number, price agreement number and the commercial parts number (if any) for each item; Delivery shall be made as indicated on page1. If vendor is unable to meet stated delivery the State Purchasing Agent or his/her designee must be notified.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Article V – Termination
The Agency may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Agency's uncured, material breach of this Agreement. Contractor shall give Agency written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Agency's material breaches of this Agreement upon which the termination is based and (ii) state what the Agency must do to cure such material breaches. Contractor's notice of termination shall only be effective (i) if the Agency does not cure all material breaches within the thirty (30) day notice period or (ii) in the case of material breaches that cannot be cured within thirty (30) days, the Agency does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach. Termination of this Contract, however, shall not affect any outstanding orders. This provision is not exclusive and shall not waive other rights and remedies afforded either party in the event of breach of contract or default. In such instances the contract may be cancelled effective immediately.

Article VI – Amendment
This Price Agreement may be amended by mutual agreement of the New Mexico State Purchasing Agent or his/her designee and the Contractor upon written notice by either party to the other. An amendment to this Price Agreement shall not affect any outstanding orders issued prior to the effective date of the amendment as mutually agreed upon, and as published by the New Mexico State Purchasing Agent or his/her designee. Amendments affecting price adjustments and/or the extension of a price agreement expiration date are not allowed unless specifically provided in the bid and price agreement specifications.

Article VII – Indemnity Clause
Contractor shall indemnify and hold harmless the State, its officers and employees, against liability, claims, damages, losses or expenses arising out of bodily injury to persons or damage to properties caused by, or resulting from Contractor's, and/or its employees, own negligent act or omission while Contractor, and/or its employees, perform or fails to perform its obligations and duties under the Terms and Conditions of this agreement. This save harmless and indemnification clause is subject to the immunities, provisions, and limitations of the Tort Claims Act (Section 41-4-1, et seq., N.M.S.A. 1978 comp. and Section 57-7-1 N.M.S.A. 1878 comp. and any amendments thereto.

It is specifically agreed between the parties executing this agreement that it is not intended by any of the provisions of any part of the agreement to create in the public or any member thereof a third party beneficiary or to authorize anyone not a party to the agreement to maintain a suit(s) for wrongful death(s), bodily and/ or personal injury(s) to person(s), damage(s) to property(ies) and/or any other claim(s) whatsoever pursuant to the provisions of this agreement.
Vendor shall provide all insurance necessary to employees on the work site, including but not limited to Worker's Compensation.

Article VIII – Issuance or Orders
Only written signed orders are valid under this Price Agreement.

Article IX – Packing (if applicable)
Packing shall be in conformance with standard commercial practices.

Article X – Price Schedule
Prices as listed in the price schedule hereto attached are firm.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Awarded Vendors:

(AA) 0000132535
BJW Ventures LLC. dba Accessories Unlimited
2322 Candelaria NE
Albuquerque New Mexico 87107
Jordan Liesener
505-888-5811
Ginger@wacupfitters.com

Delivery: **2322 Candelaria NE, Albuquerque New Mexico 87107**

(AB) 0000047770
Albuquerque Motor Company
9621 Coors Blvd NW
Albuquerque, NM 87114
Jason Sanchez
505-907-2483
jsanchez@melloydodge.com

Delivery: **Approx 60-120 days on ordered vehicles**

(AC) 0000049896
Bob Turner's Ford Country dba Power Ford
1101 Montano Rd NE
Albuquerque, NM 87107
Manuel Beltran
(505) 449-1268
mbeltran@myforddealer.com

Delivery: **Albuquerque and Santa Fe**

(AD) 0000045857
Clark Truck Equipment Co.
PO Box 3483
Albuquerque, Nm 87190
Kevin Stacy
505-880-8222
Kevin@cte-nm.com

Delivery: **As Requested**

(AE) 0000094627
Construction Truck Equipment, LLC
PO Box 16020
Albuquerque, NM 87191
David Frederick
(505) 292-8018
dfrederick747@gmail.com

Delivery: **As Required**

(AF) 0000051541
Don Chalmers Ford
2500 Rio Rancho Dr SE
Rio Rancho, NM 87124
Mike Michnuk
505 897-2227
mmichnuk@chalmersford.com

Delivery: **2500 Rio Rancho Dr SE Rio Rancho, NM 87124**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

(AG) 0000137865 **MCLL, Inc** **377 Emilio Lopez Rd** **Los Lunas, New Mexico 87031** **Karen Sluga** **505-866-3180** **karen@melloyfleet.com**	Delivery:	**Within 150 miles of Rich Ford (8601 Lomas Blvd NE, Albuquerque, NM 87112); Beyond 150 miles, as requested.**
(AH) 0000137862 **MFLL INC** **499 Emilio Lopez Rd** **Los Lunas, New Mexico 87031** **Karen Sluga** **505-866-3180** **karen@melloyfleet.com**	Delivery:	**Approximately 180 days after receipt of order**
(AI) 0000137868 **MJLL INC** **357 Emilio Lopez Rd** **Los Lunas, New Mexico 87031** **Karen Sluga** **505-866-3180** **karen@melloyfleet.com**	Delivery:	**Approximately 180 days after receipt of order**
(AJ) 0000062888 **Melloy Brothers, Inc. DBA Melloy Nissan** **7707 Lomas Blvd NE** **Albuquerque, NM 87110** **Don Bonar** **505-265-8721** **donb@melloynissan.com**	Delivery:	**Albuquerque, NM**
(AK) 0000087738 **Phil Long Ford of Raton, LLC** **301 South Second Street** **Raton, NM 87740** **Rhett M. Butler** **505-514-3552** **rbutler@phillong.com**	Delivery:	**As Requested**
(AL) 0000046112 **Richardson Investments, Inc** **8601 Lomas Blvd NE** **Albuquerque, NM 87112-5048** **Joe Moralez** **(505) 275-4457** **jmoralez@rich-ford.com**	Delivery:	**Within 150 miles of Rich Ford (8601 Lomas Blvd NE, Albuquerque, NM 87112); Beyond 150 miles, as requested.**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

(AM) 0000125381
WAC Upfitters, LLC
2322 Candelaria NE
Albuquerque, NM 87107
Josh Hoyle
505-554-1966
Josh@wacupfitters.com

Delivery: **FOB Dealer**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Specifications:
Establish a Statewide Price Agreement for the Purchase of all Vehicles to include Gasoline, Diesel, Electric and Hybrid powered vehicles. This agreement will also be used to acquire law enforcement vehicles. It should be noted that utilization of this Price Agreement by non-profit organizations under contract with the State or funded in part by the state may be allowed, provided, however, that such organization can furnish the proper tax exemption certificate. In addition, all State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law are authorized to purchase from this Price Agreement, pursuant to section 13-1-129 (NMSA 1978).

The State is requesting bids for a percentage discount off of MSRP for all types of Vehicles meeting minimum specifications described herein.

New models announced by Manufacturers may also be utilized with the existing contract. Pricing must be equivalent to the percentage discount of other vehicle types submitted by the awarded vendor along with the required supporting documentation.

Term:
The term of this agreement shall be for one (1) year from date of award with the option to extend for a period of three (3) additional years, on a year-to-year basis, by mutual agreement of all parties and approval of the New Mexico State Purchasing Agent at the same price, terms and conditions. This agreement shall not exceed four (4) years.

Escalation Clause (percentage discount):
In the event of a decrease in discount, a request will be reviewed by State Purchasing Division (SPD) on an individual basis. This measure is not intended to allow any increase in profit margin, only to compensate for an actual cost increase. The State Purchasing Division will not accept, or agree, to any decrease request in percentage discount, greater than five percent (5%) per year. If a requested decrease of the percentage discount is greater than the maximum allowed by the Agency, as stated previously, the Agency will consider that the amount of escalation is 0%.
Effective Dates for the decrease in discount will not be any sooner than fifteen (15) days from the date the written request is received and approved by SPD. Awarded Vendor may be required to provide the following information:
1. Contract Item Number
2. Current Item Price
3. Proposed New Price
4. Percentage of Increase
5. Mill/Supplier Notification of price increase indicating percentage of increase including reason for increase.

Vendor must also supply a Letter from Manufacturer addressed to the vendor. The letter must state that they are increasing the price from the factory to the vendor, as well as reason for increase. Requests for increase due to labor do not apply and will not be approved.

Note to State Agencies:

1. Executive Branch Agencies need to acquire Transportation Services Division approval to purchase state vehicles (per 15-8-7 NMSA 1978). Under Section 15-8-3 NMSA 1978, a "state vehicle means an automobile, van, sport-utility truck, pickup truck or other vehicle with a declared gross vehicle weight of less than ten thousand pounds used by a State Agency to transport passengers or property[.]"

2. Sufficient ordering time must be given to vendors to fulfill each order. Vendors are not responsible for filling orders placed for less than one hundred eighty (180) days prior to end of each fiscal year.

3. Agencies must list a contact person, telephone number, and correct title information, for the vehicle, in the "Bill To" section on the purchase document. There will be an additional charge for lien requirements.

The vehicles purchased by the State may be federally funded; therefore the New Mexico Resident/Veteran/Native American Preferences shall not apply to the evaluation of this Invitation to Bid.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Method of Award:
Pursuant to the Procurement Code, Sections 13-1-153 and 13-1-154, the State reserves the right to issue multiple awards to obtain the items listed. Multiple awards are recommended to ensure availability and timely delivery. Awards will be made to meet the best interests of the State of New Mexico.

Note to Bidders:
All Items should be completed by bidders for maximum benefit and participation. Blank fields are equivalent to "No Bid" and will not be awarded. This would prevent newer models from being sold by the Awarded Vendor.

Quantities Goods:
The approximate quantities for each item are estimated and are for bidding purposes only. Actual requirements will be as determined by the using agency at the time of P.O. Quantities may be increased or decreased as necessary to meet actual requirements. The State does not guarantee any amount of work.

Qualified Bidders:
Bids may be accepted from manufacturers and/or factory authorized dealers who are able and willing to provide responsive service to the ordering agency during the warranty period if required. Bidders must be in a position to offer the lowest cost/highest effectiveness, completely assembled units meeting or exceeding the minimum specifications contained herein.

When additional equipment (components) are required to complete a bid package which is not normally supplied by the Awarded Vendor, such equipment shall be supplied by an authorized equipment supplier, but shall be the full responsibility of the Awarded Vendor. (Example: truck chassis with dump body installed.)

Intent of Specifications:
The specifications are intended to describe equipment for use by the ordering agency which will operate efficiently and safely. The design specifications incorporated herein are intended to describe such unit and to set forth minimal performance parameters required by the State of New Mexico. Any references herein to a particular make or model are not intended to be restrictive but to set forth an acceptable level of quality, design and size. The State reserves the right to accept minor variances in product design and/or operation offered by bidders if such acceptance is determined to be in the best interest of the State.

The various types of vehicles include, but are not limited to:
- BEV- Battery Electric Vehicle, ONLY powered by battery/ 100% electric.
- PHEV- Plug-in Hybrid Electric Vehicle, electric and gas, you can plug in.
- HEV- Hybrid Electric Vehicle, electric and gas, cannot be plugged in.
- ICE – Internal Combustion Vehicle, powered only by gasoline
- DIESEL – Diesel powered vehicle, powered by diesel only

Minimum Specifications:
Vehicle specifications must meet all Federal and State Safety Standard requirements. This does not give a bidder permission to omit required equipment.

Vehicles shall include the following:
Cruise control & tilt wheel
Door Locks: Power
Floor mats: Factory
Keys: Three (3) ignition keys total, two (2) of which must be fobs
Bluetooth/Hands Free
Radio: Factory Digital Standard

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Transmission: Automatic
Windows: Power

The following conditions shall apply to all items.

A. All specifications are minimum requirements.
B. Bidder must be a factory authorized in-state dealer, and have parts and service facilities within the state of New Mexico
C. Units shall be new current production year models; no demonstration models, used, rebuilt, or refurbished vehicles will be accepted.
D. Units shall meet all federal and state safety requirements.
E. Units shall include all standard items as listed in manufacturer's literature.
F. Units furnished shall be completely assembled, serviced and ready for operation as required by the manufacturer and the user agency, if applicable.
G. Units shall carry the manufacturer's standard warranty as offered to the general public. Warranty shall apply from the date the unit is accepted and approved by the user agency as meeting all specifications.
H. Units are to be transported to the dealer's place of business, rather than driven.
I. All ordered options shall be installed.
J. Award shall be based on current MSRP, less awarded vendors' percentage discount, F.O.B. to dealers location,
K. MSRP listing all specifications and factory options must be provided to user agency during quotation process, less awarded vendors' percentage discount.
L. Requested delivery: Within estimated one hundred eighty (180) working days ARO depending on vehicle, subject to availability.
M. All vehicles shall include all OEM equipment, unless otherwise specified in Price Agreement specifications
N. Prior to delivery of vehicle(s) to user agency, all fuel tanks and reservoirs must be filled to full capacity
O. Awarded vendor shall acknowledge receipt of purchase order to ordering agency within two (2) working days after receipt of order. Verbal orders are not valid.
P. Ornamentation – advertising: No dealer advertisement shall be displayed on any part of the of vehicle(s)
Q. Pricing for vehicles shall include all discounts and deductions including government concessions, less Federal and State taxes. Percentage Discount off of current MSRP shall be firm for the duration of the Contract period.
R. All factory options must be reflected on MSRP less the awarded vendor's percentage discount applied.
S. Vendor must provide manufacturer's current catalog list prices less awarded vendor's percentage discounts applied for all after-market options requested.
T. All vehicles are to be billed at current MSRP prices at the time of order, not the date of shipment.
U. All actual "build out" schedules must be submitted by the Supplier as it is made aware to them. The approximate build out schedules provided by the Supplier on the effective date of the Contract will be adjusted as the actual schedules become available.
V. All upgrades or repairs required by the OEM due to changes or recalls shall be incorporated at no cost to the Customer.

Definition: "Build out date" – when manufacturer stops accepting orders subject to availability.

Notice to selling dealer(s): Vehicles delivered with dealer advertisement stickers and/or plates will be returned for removal at dealer's expense.

Payment Provisions:

Within fifteen (15) days after the date the User Agency receives written notice from the Awarded Vendor that payment is requested for services or items of tangible personal property delivered on site and received, the User Agency shall issue a written certification of complete or partial acceptance or rejection of the services or items of tangible personal property. If the User Agency finds that the services or items of tangible personal property are not acceptable, it shall, within thirty (30) days after the date of receipt of written notice from the Awarded Vendor that payment is requested, provide to the Awarded Vendor, a letter of exception explaining the defect or objection to the services or delivered tangible personal property along with the details of how the Awarded Vendor may proceed to provide remedial action.

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Upon acceptance by the User Agency that the services or delivered tangible personal property have been received and accepted, payment shall be tendered to the Awarded Vendor within thirty (30) days after the date of certification. If payment is made by mail, the payment shall be deemed tendered on the date it is postmarked. After the thirtieth (30th) day from the date that written certification of acceptance is issued, late payment charges shall be paid on the unpaid balance due on the contract to the Awarded Vendor at the rate of one and one half percent (1-1/2%) per month. For purchases funded by state or federal grants to local public bodies, if the local public body has not received the funds from the federal or state funding agency, but has already certified that the services or items of tangible personal property have been received and accepted, payments shall be tendered to the Awarded Vendor within five (5) working days of receipt of funds from that funding agency.

Final payment shall be made within thirty (30) days after the work has been approved and accepted by the User Agency's Secretary or his duly authorized representative.

Prompt payment to awarded vendor is very important. User Agency(ies) must make every effort to expedite payment within ten (10) days, or sooner, from receipt is according to Section 13-1-158 (b) NMSA 1978.

The awarded vendor has the right to withhold vehicle transaction documents (M.S.O.) until payment has received.
In addition: Section 13-1-158 (NMSA 1978) authorizes the seller to assess late payment charges on past due accounts not to exceed one and one-half percent (1 ½%) per month of the unpaid balance. Paragraph C of section 13-1-158 (NMSA 1978) also states that if the payment shall be deemed on the date it is postmarked.

Payment or acceptance Not Conclusive:
Vendor must supply agency with a computer generated invoice for payment. No payment made under this Price Agreement shall be conclusive evidence of the performance of the Price Agreement, either wholly or in part, and that no payment made for the delivery of the items in whole or in part shall be construed as an acceptance of defective work or improper materials, nor relieve the bidder from corrections of the defects. The final acceptance shall not be binding upon the ordering agency or the State, or conclusive, should it subsequently develop the bidder has furnished inferior items or had departed from the specifications and/or the terms of the Price Agreement. Should such conditions become evident, the ordering agency shall have the right, notwithstanding final acceptance and payment, to cause the item(s) to be properly furnished in accordance with the specifications (and drawings, if any) at the cost and expense of the bidder.

Tax Note:
Bid shall not include state gross receipts tax or local option tax(es). Such tax or taxes shall be added at time of invoicing at current rate, and shown as a separate item to be paid by user.

Late Delivery:
It is expressly understood and agreed that, as a result of the public interest, and because of the monetary losses which may be sustained by the State, as a result of failure to deliver the equipment described in the Price Agreement on time, that time is of the essence in the performance of this Price Agreement. It is agreed that damages resulting from late delivery can neither be accurately anticipated or calculated.

Motor Vehicle Regulations:
Unit(s) ordered shall be furnished with all equipment necessary to comply with all applicable rules and regulations of the New Mexico Department of Motor Vehicles and shall be in compliance with safety standards required by the Federal Motor Vehicle Safety Standards established by the National Traffic Safety Administration, and the safety standards required by OSHA and applicable ANSI standards and reference to the operation of such vehicles within the State of New Mexico.

Certificates, Manuals and Warranties:
When the unit(s) is delivered, the bidder shall deliver to the ordering agency (if applicable):
A) Documents of title (released at time of payment);
B) Certificate of origin (to be released at time of payment);

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

C) Warranty and guarantee certificates;
D) Certifications specified in the contract; and
E) Manuals specified in the contract.

Warranty Service:
The successful bidder shall arrange to provide a service facility employing factory trained service representatives to service the equipment and all components described herein warranty service shall be provided to the user agency on a priority basis. Upon notification to the bidder or delivery of unit to his facility, the unit(s) will be repaired or serviced within five (5) working days, unless beyond the control of the vendor, parts ordered will take longer. This period may be extended at the user's option only for major repairs such as engine or transmission overhauls. Failure to complete repairs within the stipulated time, or receipt of the user/owner concurrence for extending this time, may result in contract default and remedies as prescribed in the general conditions and instructions to bidders. Vendors must provide certified proof of service capabilities for alternative fuel vehicle, prior to award.

Responsibility of Bidders:
It shall be the responsibility of the bidder(s) to secure written quotations on price and delivery from manufacturers among the general specifications set forth herein. Only those manufacturers, who can meet delivery dates, such as to permit delivery of completely assembled unit to the ordering agency by specified delivery date, shall be considered by the bidder. The bidder may be required to provide the State with field test results and surveys which will show conclusively:

Maintenance and reliability experience of units in service for at least one (1) year

Additional date in the opinion of the bidder on the actual performance of equipment will assist the State in selecting the most effective cost efficient unit offered by the bidder

***** End of Specifications *****

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
1	1	% Disc	Sub-Compact, ICE/HEV Powered, Four (4) door, FWD, AWD, RWD			
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AG)** **4%** **ICE - Nissan Versa S** **Model Year 2024** **Built/Sold out** **4%** **ICE - Subaru Impreza Base** **Model Year 2025** **Pricing has not been released**	**(AJ)** **2%** **Nissan Versa**	**(AL)** **13.5%** **Ford Escape (ICE)** **14.5%** **Ford Edge (ICE)** **11.5%** **Ford Bronco Sport (ICE)** **8.5%** **Ford Maverick (ICE)** **8.5%** **Ford Maverick (HEV)**
Comments:						**All trim levels included in % discount**

1a)	1	% Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **5%**

1b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **6%**

1.5	1	% Disc	Sub-Compact, ICE/HEV Powered, Two (2) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AI)** **2% Nissan Z**	**(AL)** **10.5% Ford Mustang** **All trim levels included in % discount**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
1.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **5%**

1.5b)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AJ)** **2%**	**(AL)** **6%**

2	1	% Disc	Sub-Compact, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AG)** **8% BEV - Nissan Leaf S** **8% BEV - Nissan Leaf SV Plus**	**(AL)** **13.5% Ford Escape (PHEV)** **9.5% Ford Mach-E (BEV)** **All trim levels included in % discount**

2a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AL)** **6%**

2b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**	**(AL)** **6%**

2.5)	1	% Disc	Sub-Compact, BEV/PHEV Powered, Two (2) door, FWD, AWD, RWD
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**

2.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **2%**

2.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description	
3	1	% Disc	Mid-size Sedan, ICE/HEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AG)** **1%** **Chevrolet Malibu 4 Dr Sedan**
			(AI) **3% Nissan Sentra** **3% Nissan Sentra**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)**
Comments:				**All trim levels included in % discount**

3a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AI)** **3%**	**(AL)** **5%**

3b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AI)** **3%**	**(AL)** **5%**

3.5	**1**	% Disc	Mid-size Sedan, ICE/HEV Powered, Two (2) door, FWD, AWD, RWD			
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **5% Ford Mustang ECOBOOST GT** **No Specialty**	**(AF)** **2%**	**(AG)** **1%** **Chevy Camaro**	**(AH)** **1%** **Ford Mustang** **1% Ford Mustang GT**
			(AI) **2%** **Nissan Z**	**(AK)** **5% Mustang All Factory Models**	**(AL)** **10.5% Ford Mustang (ICE)**	
Comments:				**Delivery to Agency: 10%** **Factory Extended Warranty: 10%**		

3.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**	**(AJ)** **2%**
			(AJ) **2%**	**(AL)** **5%**		

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
3.5b)	1	%Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2% Mustang**	**(AG)** **2%**	**(AH)** **2%**	**(AJ)** **2%**
			(AJ) **2%**	**(AL)** **5%**		

4	1	% Disc	Mid-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **10%**	**(AL)** **13.50% Ford Escape (HEV)** **9.50% Ford Mach-E (BEV)**

4a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AL)** **5%**

4b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AL)** **6%**

4.5	1	% Disc	Mid-size Sedan, BEV/PHEV Powered, Two (2) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.			**(AF)** **10%** **Mustang Mach-e Electric**	**(AK)** **5% Mustang all Factory Models** **Delivery To Agency: 10%** **Factory Extended Warranty: 10%**

4.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **2%**	**(AL)** **5%**

4.5b)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **5%**	**(AL)** **6%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
5	1	% Disc	Full-size Sedan, ICE/HEV/Diesel Powered, Four (4) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Charger** **10%** **Dodge Charger Pursuit**	**(AF)** **2%**	**(AI)** **1% Dodge Charger SXT RWD** **1% Dodge Charger SXT AWD** **1% Dodge Charger Police RWD** **10% Dodge Charger Police AWD** **10% Chrysler 300 Touring RWD** **1% Chrysler 300 Touring AWD** **1%**
			(AI) **3%** **Nissan Altima**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50%Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **10% Ford Explorer (ICE)**	
Comments:				**All trim levels included in % discount**	

5a)	1	Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AI)** **2%**	**(AI)** **3%**	**(AL)** **5%**

5b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AI)** **5%**	**(AKJ)** **3%**	**(AL)** **6%**

5.5	1	% Disc	Full-size Sedan, ICE/HEV/Diesel Powered, Two (2) door, FWD, AWD, RWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Challenger 1%**	**(AF)** **2%**	**(AI)** **1% Dodge Challenger SXT RWD** **1% Dodge Challenger SXT AWD**
			(AI) **2%** **Nissan Z**	**(AL)** **10.50%** **Ford Mustang (ICE)**	
Comments:				**All trim levels included in % discount**	

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
5.5a)	1	Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AF) 2%**	**(AI) 2%**	**(AI) 2%**
			(AL) 5%			

5.5b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AF) 2%**	**(AI) 5%**	**(AI) 2%**
			(AL) 6%			

6	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	**(AL) 13.50% Ford Escape (PHEV) 9.50% Ford Mach-E (BEV)**
Comments:				**All trim levels included in % discount**

6a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AL) 5%**

6b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AL) 6%**

6.5	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Two (2) door, FWD, AWD, RWD
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**

6.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AM) 5%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description	
6.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
			(AF)	**(AM)**
Percentage Discount off of MSRP for Factory Options			**2%**	**6%**

7	1	% Disc	Sports Utility Vehicle (SUV), ICE/HEV Powered, Crossover, Five (5) door, 4X4, AWD, RWD, FWD.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1% Dodge Hornet**	**(AC)** **7% Ford Edge** **7% Ford Bronco Sport** **7% Ford Escape** **3% Ford Bronco Full Size** **No Specialty**	**(AF)** **5% Ford Escape** **5% Ford Edge** **5% Bronco Sport**
			(AG) **2% Chevrolet Blazer FWD/AWD** **3% Chevrolet Equinox FWD/AWD** **2%**	**(AH)** **1% Ford Escape Base FWD** **1% Ford Escape Base AWD**	**(AI)** **1% Dodge Hornet GT AWD** **1% Jeep Compass Sport 4WD**
			(AI) **2% Nissan Kicks**	**(AJ)** **5% Ford Escape** **3% Escape Base** **5% Escape Active** **5% Escape Platinum** **5% Escape ST** **3% Escape - Hybrid** **2% Escape Plug-in Hybrid** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **10.00% Ford Explorer (ICE)** **11.50% Ford Expedition (ICE)**
Comments:				**For Hybrid & Plug-in Hybrid: When Available**	**All trim levels included in % discount**

7a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AG) **2%**	**(AI)** **2%**	**(AJ)** **2%**	**(AL)** **5%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
7b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AG) 5%	**(AI) 5%**	**(AJ) 5%**	**(AM) 6%**

7.5	1	% Disc	Sports Utility Vehicle (SUV), ICE/HEV Powered, Crossover, Two (2) door, 4X4, AWD, RWD, FWD.		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC) 3% Ford Bronco Full Size No Specialty**	**(AF) 2% Ford Bronco - 2 door model**	**(AG) 1% Ford Bronco Big Bend**
			(AI) 1% Jeep Wrangler Sport	**(AI) 3% Nissan Rogue 3% Nissan Murano**	**(AJ) 6% Ford Edge All Factory Models 10% Delivery to Agency 10% Factory Extended Warranty**

7.5a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC) 3%**	**(AF) 2%**	**(AH) 2%**	**(AI) 2%**
			(AI) 3%	**(AJ) 2%**	**(AL) 5%**	

7.5b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC) 5%**	**(AF) 2%**	**(AH) 5%**	**(AI) 5%**
			(AI) 3%	**(AJ) 5%**	**(AL) 6%**	

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
8	1	% Disc	Sports Utility Vehicle (SUV), BEV/PHEV Powered, Crossover, Five (5) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Hornet 1%**	**(AC)** **5%** **1% Ford Mach E** **5% Ford Escape Plug In**	**(AF)** **2% Ford Escape - PHEV**
			(AG) **1% Chevrolet Blazer EV RWD/eAWD** **1% Chevrolet Blazer EV eAWD Police**	**(AH)** **1% Ford Mustang Mach-E Select RWD** **1% Ford Mustang Mach-E Select AWD**	**(AI)** **1% Dodge Hornet R/T eAWD**
			(AI) **3% Nissan Ariya**	**(AJ)** **2% Ford Escape Plug In Hybrid** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **13.50% Ford Escape (PHEV)** **9.50% Fprd Mach-E (BEV)**
Comments:				**When available**	**All trim levels included in % discount**

8a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AG) **2%**	**(AI)** **2%**	**(AI)** **3%**	**(AJ)** **2%**
			(AL) **5%**			

8b)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**
			(AI) **5%**	**(AI)** **5%**	**(AJ)** **3%**	**(AL)** **5%**
			(AL) **6%**			

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
9	1	% Disc	Mid-Size Sports Utility Vehicle (SUV), ICE/HEV Powered, four (4) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1%** **Dodge Durango 1%** **Dodge Durango Pursuit 6%**	**(AC)** **7%** **7% Ford Explorer** **7% Ford Explorer Interceptor**	**(AF)** **5% Ford Explorer**
			(AG) **1% Chevrolet Traverse Limited FWD/AWD** **1% Chevrolet Traverse 4 Dr LS (FWD)** **3% Chevrolet Traverse 4 DR Z71 (AWD)**	**(AH)** **1% Ford Edge SE AWD** **1% Ford Explorer Base RWD** **1% Ford Explorer Base 4WD 1%** **1% Ford Explorer Police Interceptor Utility AWD** **3% Ford Bronco Big Bend 4 Dr 4WD** **1% Ford Bronco Sport Big Bend 4WD**	**(AI)** **1% Dodge Durango SXT RWD** **1% Dodge Durango SXT AWD** **1% Dodge Durango Pursuit AWD** **6% Jeep Grand Cherokee Laredo 2WD** **2% Jeep Grand Cherokee Laredo 4WD** **2% Jeep Grand Cherokee L Laredo 2WD** **2% Jeep Grand Cherokee L Laredo 4WD**
			(AI) **3% Nissan Rogue** **3% Nissan Pathfinder**	**(AJ)** **3% Bronco Sport** **2% All Factory Civilian Model Explorer** **4% Explorer Police Interceptor EcoBoost AWD** **4.50% Explorer Police Interceptor Flex Fuel AWD** **4.50% Explorer Police Interceptor Hybrid AWD** **10% Delivery to Agency** **10% Factory Extended Warranty & Police Upfits**	**(AL)** **13.50% Ford Escape (ICE)** **14.50% Ford Edge (ICE)** **11.50% Ford Bronco Sport (ICE)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **10% Ford Explorer (ICE)** **11.50% Ford Expedition (ICE)**
Comments:				**Ford Explorer / Bronco Sport**	**All trim levels included in % discount**

9a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AG) **2%**	**(AI)** **2%**	**(AI)** **3%**	**(AJ)** **2%**
			(AL) **5%**			

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
9b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AI) 3%**	**(AJ) 5%**
			(AL) 6%			

10	1	% Disc	Mid-Size Sports Utility Vehicle (SUV), BEV/PHEV Powered, Four (4) door, 4X4, AWD, RWD, FWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2% Ford Explorer - 4x4 - PHEV (timing TBD)**	**(AI) 1% Jeep Grand Cherokee 4xe 4WD 2% Jeep Wrangler 4xe Sport S 4WD 1%**	**(AJ) 3% Nissan Ariya**
			(AK)	**(AL)**	
			1% Mach E Mustang 1% Explorer 10% Delivery to Agency 10% Factory Extended Warranty	**13.50% Ford Escape (PHEV) 9.50% Ford Mach-E (BEV)**	
Comments:			**BEV / PHEV SUV**	**All trim levels included in % discount**	

10a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

10b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="3">Description</th></tr>
<tr><td>11)</td><td>1</td><td>% Disc</td><td colspan="3">Full-Size Sports Utility Vehicle (SUV), ICE/HEV Powered, Four (4) door, 4X4, AWD, RWD, FWD</td></tr>
<tr><td colspan="3" rowspan="3">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.

Make/Model Options:</td><td>(AB)
1%
Dodge Durango 1%
Dodge Durango Pursuit 6%</td><td>(AC)
8%
8% Ford Expedition
8% ForLud Expedition</td><td>(AF)
8% Ford Expedition
2% Ford Bronco - 4 door</td></tr>
<tr><td>(AG)
2% Chevrolet Tahoe 2WD/4WD
3% Chevrolet Tahoe 4WD SSV
2% Chevrolet Tahoe 2WD/4WD PPV
2% Chevrolet Suburban 2WD/4WD
3%</td><td>(AH)
1% Ford Expedition XL 2WD
1% Ford Expedition XL 4WD
1% Ford Expedition XL 2WD SSV
4% Ford Expedition XL 4WD SSV
4% Ford Expedition Max XL 2WD
1% Ford Expedition Max XL 4WD
1%</td><td>(AI)
1%
Jeep Wagoneer 2WD 1%
Jeep Wagoneer 4WD 1%
Jeep Wagoneer L 2WD 1%
Jeep Wagoneer L 4WD 1%
Jeep Grand Wagoneer L 4WD 1%</td></tr>
<tr><td>(AJ)
3% Nissan Armada</td><td>(AK)
1% Ford Bronco Full Size 4 Door
1% Ford Bronco Full Size 2 Door
5% All Civilian Model Expedition
4% Special Service Model Expedition
10% Police Uplifts
10% Delivery To Agency
10% Factory Extended Warranty</td><td>(AL)
13.50% Ford Escape (ICE)
14.50%
Ford Edge (ICE)
11.50%
Ford Bronco Sport (ICE)
8.50%
Ford Maverick (ICE)
8.50%
Ford Maverick (HEV)
10%
Ford Explorer (ICE)
11.50%
Ford Expedition (ICE)</td></tr>
<tr><td colspan="3">Comments:</td><td></td><td></td><td>All trim levels included in % discount</td></tr>
</table>

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
11a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AJ) 3%**	**(AK) 2%**
			(AL) 5%			

11b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 3%**	**(AK) 5%**
			(AL) 6%			

12)	1	% Disc	Full-Size Sports Utility Vehicle (SUV), BEV/PHEV Powered, Four (4) door, 4X4, AWD, RWD, FWD RWD.	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	**(AL) 13.5% Ford Escape (PHEV) 9.5% Ford Mach-E (BEV)**

12a)	1	% Disc	Percentage Discount off of MSRP for Factory Options	
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AL) 5%**

12b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.	
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AL) 6%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
13	1	% Disc	Pickup, ½ Ton, ICE/HEV/Diesel Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **2%** **Ram 1500 DS 10%** **Ram 1500 DT 2%** **Ram 1500 SSV 14%**	**(AC)** **8%** **8% Ford F-150** **10% Ford F-150 Interceptor**	**(AF)** **5% Ford F150 - ICE** **5% Ford F150 – Hybrid / PowerBoost** **0% Ford F-150 – excludes Raptor**
			(AG) **1% Chevrolet Silverado 1500 2WD/4WD Reg Cab** **1% Chevrolet Silverado 1500 2WD/4WD Double Cab** **1% Chevrolet Silverado 1500 2WD/4WD Crew Cab** **1% Chevrolet Silverado 1500 2WD/4WD SSV** **3% Chevrolet Silverado 1500 4WD PPV** **4%**	**(AH)** **1% Ford F150 XL 2WD Reg Cab 6.5' Bed** **1% Ford F150 XL 2WD SuperCab 6.5' Bed** **1% Ford F150 XL 2WD SuperCrew 5.5' Bed** **2% Ford F150 XL 4WD Reg Cab 6.5' Bed** **2% Ford F150 XL 4WD SuperCab 6.5' Bed** **2% Ford F150 XL 4WD SuperCrew 5.5' Bed** **2% Ford F150 Police Responder XL 4WD SuperCrew 5.5' Bed** **4%**	**(AI)** **1% Ram 1500 Tradesman 2WD Quad Cab 6'4" Bed** **1% Ram 1500 Tradesman 2WD Crew Cab 5'7" Bed** **1% Ram 1500 Tradesman 4WD Quad Cab 6'4" Bed** **1% Ram 1500 Tradesman 4WD Crew Cab 5'7" Bed** **1% Ram 1500 Tradesman Classic 2WD Quad Cab 6'4" Bed** **10% Ram 1500 Tradesman Classic 2WD Crew Cab 5'7" Bed** **10% Ram 1500 Tradesman Classic 4WD Quad Cab 6'4" Bed** **10% Ram 1500 Tradesman Classic 4WD Crew Cab 5'7" Bed** **10% Ram 1500 Classic SSV 4WD Crew Cab 5'7" Bed** **12%**
			(AJ) **2% Nissan Frontier** **3% Nissan Titan**	**(AK)** **1% Ranger** **4% F150 Regular Cab** **5% F150 Extended/Super Cab** **5% F150 Crew Cab** **5% F150 Crew Cab Hybrid** **5% F150 Crew Cab Police Responder** **1% F150 Crew Cab Raptor** **10% Delivery to Agency & Police Upfit**	**(AL)** **13.50% Ford F-150 (ICE) 2.7L** **15.50% Ford F-150 (HEV)** **14.50% Ford F-150 (ICE) 3.5L**
Comments:				**Limited Availability for F150 Crew Cab Raptor**	**All trim levels included in % discount**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
13a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AJ) 2%**	**(AK) 2% (1% on Raptor Factory Options)**
			(AL) 5%			

13b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 2%**	**(AK) 5%**
			(AL) 6%			

14	1	% Disc	Pickup, ½ Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC) 5% Ford Lightning**	**(AF) 8% Ford Lightning - Full Electric (W1B Model)**	**(AG) 0% Chevrolet Silverado EV e4WD Crew Cab**
			(AH) 1% Ford F150 Lightning Pro 4WD SuperCrew 5.5' Bed	**(AK) 3% F150 Lightning 10% Delivery To Agency 10% Factory Extended Warranty**	**(AL) 10.50% Ford F-150 Lightning (BEV)**
Comments:					**All trim levels included in % discount**

14a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC) 3%**	**(AF) 2%**	**(AH) 2%**	**(AK) 2%**
			(AL) 5%			

14b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC) 5%**	**(AF) 2%**	**(AG) 5%**	**(AH) 5%**
			(AK) 5%	**(AL) 6%**		

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>15</td><td>1</td><td>% Disc</td><td colspan="2">Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD</td></tr>
<tr><td colspan="3" rowspan="3">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td>(AB)
11% Ram 2500</td><td>(AC)
8% Ford F-250</td></tr>
<tr><td>(AF)
8% F250</td><td>(AG)
1% Chevrolet Silverado 2500HD 2WD Reg Cab Gas/Diesel Engine
1% Chevrolet Silverado 2500HD 4WD Reg Cab 142" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Reg Cab 142" Diesel Engine
4% Chevrolet Silverado 2500HD 2WD Double Cab 149" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Double Cab 149" Gas Engine
4% Chevrolet Silverado 2500HD 2WD Double Cab 149" Diesel Engine
4% Chevrolet Silverado 2500HD 4WD Double Cab 149" Diesel Engine
5% Chevrolet Silverado 2500HD 2WD Crew Cab 159" Gas Engine
3% Chevrolet Silverado 2500HD 4WD Crew Cab 159" Gas Engine
4% Chevrolet Silverado 2500HD 2WD Crew Cab 159" Diesel Engine
4% Chevrolet Silverado 2500HD 4WD Crew Cab 159" Diesel Engine 5%</td></tr>
<tr><td>(AH)
1% Ford Super Duty F250 SRW XL 2WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 2WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 2WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 2WD Crew Cab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD Reg Cab 8' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD Reg Cab 8' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD SuperCab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD SuperCab 6.75' Bed Diesel Engine
1% Ford Super Duty F250 SRW XL 4WD Crew Cab 6.75' Bed Gas Engine
1% Ford Super Duty F250 SRW XL 4WD Crew Cab 6.75' Bed Diesel Engine 1%</td><td>(AI)
11% Ram 2500 Tradesman 2WD Reg Cab 8' Bed Gas Engine
11% Ram 2500 Tradesman 2WD Reg Cab 8' Bed Diesel Engine
11% Ram 2500 Tradesman 2WD Crew Cab 6'4" Bed Gas Engine
11% Ram 2500 Tradesman 2WD Crew Cab 6'4" Bed Diesel Engine
11% Ram 2500 Tradesman 4WD Reg Cab 8' Bed Gas Engine
11% Ram 2500 Tradesman 4WD Reg Cab 8' Bed Diesel Engine
11% Ram 2500 Tradesman 4WD Crew Cab 6'4" Bed Gas Engine *includes SSV
11% Ram 2500 Tradesman 4WD Crew Cab 6'4" Bed Diesel Engine *includes SSV
11%</td></tr>
</table>

ITEM 15 Continued on next page

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

ITEM 15 Continued

Item	Approx. Qty	UOM	Description	
15	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AK)** **3% F250 All Factory Models & Trim Levels** **10% Delivery to Agency 10% Factory Extended Warranty**	**(AL)** **11.50% Ford F-250 (ICE)** **11.50% Ford F-250 (DIESEL)**
				All trim levels included in % discount

15a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**
			(AH) **2%**	**(AI)** **2%**	**(AK)** **2%**	**(AL)** **5%**

15b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**
			(AH) **5%**	**(AI)** **5%**	**(AK)** **5%**	**(AL)** **6%**

16	1	% Disc	Pickup, ¾ Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF)** **2%**	**(AK)** **3%** **10% Delivery to Agency** **10% Factory Extended Warranty**

16a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **2%**	**(AL)** **5%**

16b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF)** **2%**	**(AK)** **5%**	**(AL)** **6%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

<table>
<tr><th>Item</th><th>Approx. Qty</th><th>UOM</th><th colspan="2">Description</th></tr>
<tr><td>17</td><td>1</td><td>% Disc</td><td colspan="2">Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD</td></tr>
<tr><td colspan="3" rowspan="2">Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business.
Make/Model Options:</td><td>(AB)
11% Ram 3500
2% Ram 2500 Cab Chassis</td><td>(AC)
8% Ford F-350</td></tr>
<tr><td>(AF)
8% F350 – Pickup
8% F350 Chassis Cab</td><td>(AG)
1% Chevrolet Silverado 3500HD 2WD Reg Cab 142" Gas Engine
1% Chevrolet Silverado 3500HD 2WD Reg Cab 142" Diesel Engine
3% Chevrolet Silverado 3500HD 2WD Double Cab 162" Gas Engine
4% Chevrolet Silverado 3500HD 2WD Double Cab 162" Diesel Engine
5% Chevrolet Silverado 3500HD 2WD Crew Cab 159" Gas Engine
3% Chevrolet Silverado 3500HD 2WD Crew Cab 159" Diesel Engine
5% Chevrolet Silverado 3500HD 4WD Reg Cab 142" Gas Engine
2% Chevrolet Silverado 3500HD 4WD Reg Cab 142" Diesel Engine
4% Chevrolet Silverado 3500HD 4WD Double Cab 162" Gas Engine
4% Chevrolet Silverado 3500HD 4WD Double Cab 162" Diesel Engine
5% Chevrolet Silverado 3500HD 4WD Crew Cab 159" Gas Engine
4% Chevrolet Silverado 3500HD 4WD Crew Cab 159" Diesel Engine
5% Chevrolet Silverado 3500HD CC 2WD Reg Cab 60" CA Gas Engine
1% Chevrolet Silverado 3500HD CC 2WD Reg Cab 60" CA Diesel Engine
3% Chevrolet Silverado 3500HD CC 2WD Crew Cab 60" CA Gas Engine
3% Chevrolet Silverado 3500HD CC 2WD Crew Cab 60" CA Diesel Engine
5% Chevrolet Silverado 3500HD CC 4WD Reg Cab 60" CA Gas Engine
2% Chevrolet Silverado 3500HD CC 4WD Reg Cab 60" CA Diesel Engine
4% Chevrolet Silverado 3500HD CC 4WD Crew Cab 60" CA Gas Engine
4% Chevrolet Silverado 3500HD CC 4WD Crew Cab 60" CA Diesel Engine 5%</td></tr>
</table>

Item 17 Continued on Next Page

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item 17 Continued

Item	Approx. Qty	UOM	Description	
17	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AH)** **1% Ford Super Duty F350 SRW XL 2WD Reg Cab 8' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 2WD Reg Cab 8' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 2WD SuperCab 6.75' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 2WD SuperCab 6.75' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 2WD Crew Cab 6.75' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 2WD Crew Cab 6.75' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 4WD Reg Cab 8' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD Reg Cab 8' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 4WD SuperCab 6.75' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD SuperCab 6.75' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 4WD Crew Cab 6.75' Bed Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD Crew Cab 6.75' Bed Diesel Engine** **1% Ford Super Duty F350 SRW XL 2WD Reg Cab 60" CA Gas Engine** **1% Ford Super Duty F350 SRW XL 2WD SuperCab 60" CA Gas Engine** **1% Ford Super Duty F350 SRW XL 2WD Crew Cab 60" CA Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD Reg Cab 60" CA Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD SuperCab 60" CA Gas Engine** **1% Ford Super Duty F350 SRW XL 4WD Crew Cab 60" CA Gas Engine** **1%**	**(AI)** **2% Ram 3500 Tradesman 2WD Reg Cab 8' Bed Gas Engine** **11% Ram 3500 Tradesman 2WD Reg Cab 8' Bed Diesel Engine** **11% Ram 3500 Tradesman 2WD Crew Cab 6'4" Bed Gas Engine** **11% Ram 3500 Tradesman 2WD Crew Cab 6'4" Bed Diesel Engine** **11% Ram 3500 Tradesman 4WD Reg Cab 8' Bed Gas Engine** **11% Ram 3500 Tradesman 4WD Reg Cab 8' Bed Diesel Engine** **11% Ram 3500 Tradesman 4WD Crew Cab 6'4" Bed Gas Engine** **11% Ram 3500 Tradesman 4WD Crew Cab 6'4" Bed Diesel Engine** **11% Ram 3500 Chassis Cab Tradesman 2WD Reg Cab 60" CA Gas Engine** **2% Ram 3500 Chassis Cab Tradesman 2WD Reg Cab 60" Diesel Engine** **2% Ram 3500 Chassis Cab Tradesman 2WD Crew Cab 60" CA Gas Engine** **2% Ram 3500 Chassis Cab Tradesman 2WD Crew Cab 60" CA Diesel Engine** **2% Ram 3500 Chassis Cab Tradesman 4WD Reg Cab 60" CA Gas Engine** **2% Ram 3500 Chassis Cab Tradesman 4WD Reg Cab 60" CA Diesel Engine** **2% Ram 3500 Chassis Cab Tradesman 4WD Crew Cab 60" CA Gas Engine** **2% Ram 3500 Chassis Cab Tradesman 4WD Crew Cab 60" CA Diesel Engine** **2%**
			(AK) **3% F350 All Factory Models - Trim Levels** **10% Delivery To Agency** **10% Factory Extended Warranty**	**(AL)** **10.50% Ford F-350 (ICE)** **11.50% Ford F-350 (Diesel)**
Comments:				**All trim levels included in % discount**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
17a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

17b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AJ) 5%**	**(AL) 6%**

18	1	% Disc	Pickup, 1 Ton, BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 2%**	**(AK) 10% Delivery to Agency 10% Factory Extended Warranty**

18a)	1	Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 2%**	**(AL) 5%**

18b)	1	Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 5%**	**(AL) 6%**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
19	1	% Disc	Mid-Size Pickup, ICE/HEV/Diesel/BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **5% Ford Ranger**	**(AF)** **5% Ford Ranger (excludes Ranger Raptor)** **0% Excludes Ranger Raptor**	**(AG)** **1% Chevrolet Colorado 2WD/4WD Crew Cab** **1%**
			(AH) **1% Ford Ranger XL 2WD SuperCrew 5' Bed** **1% Ford Ranger XL 4WD SuperCrew 5' Bed** **1%**	**(AI)** **1% Jeep Gladiator Sport 4WD** **1%**	**(AK)** **1% Ranger** **10% Delivery to Agency** **10% Factory Extended Warranty**
			(AL) **10.50% Ford F-450 (ICE/DIESEL)** **10.50% Ford F-550 (ICE/DIESEL)**		
Comments:			**All trim levels included in % discount**		

19a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC)** **3%**	**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**
			(AI) **2%**	**(AK)** **2%**	**(AL)** **5%**	

19b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC)** **5%**	**(AF)** **2%**	**(AG)** **5%**	**(AH)** **5%**
			(AI) **5%**	**(AK)** **5%**	**(AL)** **6%**	

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
20	1	% Disc	Compact Pickup, ICE/HEV/Diesel/BEV/PHEV Powered, Single, Extended Cab, Crew Cab, 4X4, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC)** **3% Ford Maverick**	**(AE)** **1.50% Ford Maverick**	**(AH)** **1% Ford Maverick XL FWD SuperCrew** **1% Ford Maverick XL AWD SuperCrew** **1%**
			(AK) **2% Maverick All Models & Trim Levels** **10% Delivery to Agency** **10% Factory Extended Warranty**	**(AL)** **8.50% Ford Maverick (ICE)** **8.50% Ford Maverick (HEV)** **13.50% Ford F-150 (ICE) 2.7L** **15.50% Ford F-150 (HEV)** **14.50% Ford F-150 (ICE) 3.5L**	
Comments:				**All trim levels in % discount**	

20a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC)** **3%**	**(AF)** **1%**	**(AH)** **2%**	**(AK)** **2%**
			(AL) **5%**			

20b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC)** **5%**	**(AF)** **1%**	**(AH)** **5%**	**(AK)** **5%**
			(AL) **6%**			

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description		
21	1	% Disc	Van, Seven (7) Passenger or Cargo, ICE/HEV Powered RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB)** **1% Ram ProMaster**	**(AE)** **7% Ford Transit - ICE**	**(AG)** **6% Chevrolet Express Passenger RWD 2500 135"** **6% Chevrolet Express Passenger RWD 3500 135"** **6%**
			(AH) **1% Ford Transit Passenger Wagon T350 148" Roof XL RWD** **1% Ford Transit Passenger Wagon T350 148" Roof XL AWD** **1%**	**(AI)** **1% Chrysler Voyager LX FWD** **1% Chrysler Pacifica Touring FWD** **1% Chrysler Pacifica Touring L AWD** **1%**	**(AK)** **2% 10 Passenger Configuration** **2% 12 Passenger Configuration** **2% 14 Passenger Configuration** **10% Delivery To Agency** **10% Factory Extended Warranty** **Ford Transit Cargo/ Passenger Wagon**
			(AL) **10.50% Ford Transit 150 Low Roof (ICE)** **All trim levels included in % discount**		

21a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB)** **2%**	**(AF)** **2%**	**(AG)** **2%**	**(AH)** **2%**
			(AI) **2%**	**(AK)** **2%**	**(AL)** **5%**	

21b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB)** **5%**	**(AE)** **2%**	**(AG)** **5%**	**(AH)** **5%**
			(AI) **5%**	**(AK)** **5%**	**(AL)** **6%**	

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

.

Item	Approx. Qty	UOM	Description	
22	1	% Disc	Van, Seven (7) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 6% Ford eTransit - Full Electric**	**(AI) 1% Chrylser Pacifica Hybrid Select FWD**
			(AK) 3% E-Transit 10% Delivery to Agency 10% Factory Extended Warranty	**(AL) 10.50% Ford Transit 150 Low Roof (ICE)**
Comments:				**All trim levels included in % discount**

22a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

22b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

23	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB) 1% Ram ProMaster 1500 1% Ram ProMaster 2500 1% Ram ProMaster 3500**	**(AC) 7% Ford Transit**
			(AF) 7% Ford Transit	**(AG) 6% Chevrolet Express Cargo RWD 2500 135" 6% Chevrolet Express Cargo RWD 3500 135"**

Item 23 Continued on Next Page

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description	
23	1	% Disc	Full-size Sedan, BEV/PHEV Powered, Four (4) door, FWD, AWD, RWD	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AH)** **1% Ford Transit Cargo Van T150 130" Low Roof RWD** **1% Ford Transit Cargo Van T250 130" Low Roof RWD** **1% Ford Transit Cargo Van T350 130" Low Roof RWD** **1% Ford Transit Cargo Van T150 130" Low Roof AWD** **1% Ford Transit Cargo Van T250 130" Low Roof AWD** **1% Ford Transit Cargo Van T350 130" Low Roof AWD** **1% Ford Transit Chassis T250 RWD SRW 138" WB** **1% Ford Transit Chassis T350 RWD SRW 138" WB** **1% Ford Transit Chassis T350 AWD SRW 138" WB** **1% Ford Transit Chassis T350 RWD DRW 138" WB** **1% Ford Transit Chassis T350 AWD DRW 138" WB** **1% Ford Transit Cutaway T250 RWD SRW 138" WB** **1% Ford Transit Cutaway T250 AWD SRW 138" WB** **1% Ford Transit Cutaway T350 RWD SRW 138"** **1% Ford Transit Cutaway T350 AWD SRW 138" WB** **1% Ford Transit Cutaway T350 RWD DRW 138" WB** **1% Ford Transit Cutaway T350 AWD DRE 138" WB** **1%**	**(AI)** **1% Ram ProMaster Cargo Van Tradesman 1500 Low Roof 118" WB w/Passenger Seat** **1% Ram ProMaster Cargo Van Tradesman 2500 Low Roof 136" WB w/Passenger Seat** **1% Ram ProMaster Cargo Van Tradesman 3500 High Roof 159" WB w/Passenger Seat** **1% Ram ProMaster Cutaway Tradesman 3500 159" WB w/Passenger Seat** **1% Ram ProMaster Window Van 2500 High Roof 159" WB** **1%**
			(AK) **3% Transit Cargo All Models & Trims** **10% Delivery To Agency** **10% Factory Extended Warranty**	**(AL)** **10.50% Ford Transit 150 Low Roof (ICE)** **10.50% Ford Transit 250 Medium Roof (ICE)** **10.50% Ford Transit 350 High Roof (ICE)**

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
23a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AI) 2%**	**(AK) 2%**	**(AL) 5%**

23b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AI) 5%**	**(AK) 5%**	**(AL) 6%**

24	1	% Disc	Van, Two (2) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AC) 7% Ford Transit**	**(AF) 6% Ford eTransit - Full Electric**	**(AH) 1% Ford E-Transit Cargo Van T350 130" Low Roof 1% Ford E-Transit Chassis T350 RWD SRW 178" WB 1% Ford E-Transit Cutaway T350 RWD SRW 178" WB 1%**
			(AI) 1% Ram ProMaster Delivery Van BEV 3500 Super High Roof 159" WB 1%	**(AK) 3% E Transit All Models & Trims Econoline Cutaway 3% Transit 3% Econline Cutaway 10% Delivery to Agency 10% Factory Extended Warranty**	**(AL) 10.50% Ford Transit 250 Medium Roof Cargo (BEV) 10.50% Ford Transit 350 High Roof Cargo (BEV)**
Comments:					**All trim levels included in % discount**

24a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AC) 3%**	**(AF) 2%**	**(AH) 2%**	**(AI) 2%**
			(AK) 2%	**(AL) 5%**		

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
24b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AC) 5%**	**(AF) 8% Ford Transit**	**(AH) 5%**	**(AI) 5%**
			(AK) 5%	**(AL) 6%**		

25	1	% Disc	Van, Fifteen (15) Passenger or Cargo, ICE/BEV/PHEV/Diesel Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AB) 1% Ram ProMaster**	**(AC) 7% Ford Transit**	**(AF) 2%**
			(AG) 6% Chevrolet Express Passenger RWD 3500 135" 6%	**(AH) 1% Ford Transit Passenger Wagon T350 HD 148" EL High Roof XL DRW RWD 1% Ford Transit Passenger Wagon T350 HD 148" EL High Roof XL DRW AWD 1%**	**(AK) 3% Transit Passenger Wagon 10% Delivery to Agency 10% Factory Extended Warranty**
			(AL) 10.50% Ford Transit 150 Low Roof (ICE) 10.50% Ford Transit 250 Medium Roof (ICE) 10.50% Ford Transit 350 High Roof (ICE) 10.50% Ford Transit 250 Medium Roof Cargo (BEV) 10.50% Ford Transit 350 High Roof Cargo (BEV)		
Comments:			**All trim levels included in % discount**		

25a)	1	% Disc	Percentage Discount off of MSRP for Factory Options			
Percentage Discount off of MSRP for Factory Options			**(AB) 2%**	**(AC) 3%**	**(AF) 2%**	**(AG) 2%**
			(AH) 2%	**(AK) 2%**	**(AL) 5%**	

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
25b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.			
Percentage Discount off of MSRP for Factory Options			**(AB) 5%**	**(AC) 5%**	**(AF) 2%**	**(AG) 5%**
			(AH) 5%	**(AK) 5%**	**(AL) 6%**	

26	1	% Disc	Van, Fifteen (15) Passenger or Cargo, BEV/PHEV Powered, RWD, FWD, AWD		
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AF) 6% Ford eTransit**	**(AK) 3% Transit w/aftermarket BEV package 10% Delivery to Agency 10% Factory Extended Warranty**	**(AL) 10.50% Ford Transit 250 Medium Roof Cargo (BEV) 10.50% Ford Transit 350 High Roof Cargo (BEV)**
Comments:					**All trim levels included in % discount**

26a)	1	% Disc	Percentage Discount off of MSRP for Factory Options		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 2%**	**(AL) 5%**

26b)	1	% Disc	Percentage Discount off of Current Manufacturers Catalog List Price for after-market options not included in the Dealers' MSRP.		
Percentage Discount off of MSRP for Factory Options			**(AF) 2%**	**(AK) 5%**	**(AL) 6%**

27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AA) 2% Tint 5% Federal Signal 5% Sound off Signal 40% Troy Products 20% Westin Automotive / Public Safety 30% 911 Circuts 10% Tiger Tough 2% RKI 0% WeatherGuard 2% Real Truck 5%**	**(AC) 10% Lighting 5% Standard Vehicle 5% Body/Major Truck UpFit 5% Van UpFit 5% Emergency Lighting/Equipment**

Item 27 Continued on Next Page

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item 27 Continued

Item	Approx. Qty	UOM	Description
27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AD)** **AMERICAN EAGLE Drawer Systems-H.D. 10%, AUTOCRANE Truck Cranes 5%, BOSS Air Compressors 5%, BRAND FX Fiberglass service body 5%, BUYERS Truck Accessories, 20%, BUYERS SNOW AND ICE CONTROL Truck plows & Spreaders 15%, CADET MFG Truck platforms, bodies 10%, CHELSEA Power take off, pumps 10%, COX Reels and Pumps 10%, DECKED Drawer systems 10%, DEEZEE Pickup Accessories 10%, DHOLLANDIA Liftgates 10%, DONOVAN/SHURCO Tarps and mechanisms 10%, DOUGLAS DYNAMICS Snow Removal Equipment 10%, DURA CLASS-HEIL Dump Bodies, Hoists 10%, DURALIFT Bucket trucks 5%, FEDERAL SIGNAL Warning lights, accessories 20%, FISHER Spreaders 10%, FISHER Snow Plows 5%, FORCE AMERICA PTO, Pumps/hydraulics 25%, GOLIGHT Truck Lighting 15%, GPI Transfer Fuel Pumps 5%, HENDERSON MFG Dump Bodies, Hoists 10%, HENDERSON MFG Spreaders, H.D. snow plows 10%, HIGHWAY PRODUCTS Aluminum work equipment 5%, IOWA MOLD TOOL (IMTCO) Truck Cranes 15%, IOWA MOLD TOOL (IMTCO) Dominator Crane Bodies 15%, IOWA MOLD TOOL (IMTCO) Site Star Lube Bodies 5%, INGERSOL RAND Air Compressors 5%, INTERLIFT Lift gates 10%, JACKSON CREEK MFG Metal Animal Control Bodies 2%, JOBOX -DELTA Truck Tool Boxes 30%, HOLMAN Racks, Van & Pickup 10%, HOLMAN Van Interiors 15%, KNAPHEIDE MFG Utility, Platform, Crane Bodies 10%, KNAPHEIDE MFG Cargo Utility Vans (KUV series) 0%, KNAPHEIDE-SORTIMO Van Interior Equipment 10%, (LELY) AMERICAN TANK Vacuum Septic Tanks 5%, LIFTMOORE Truck Cranes 10%, MASTER RACK Van Interiors 15%, MEYER Pickup Accessories 5%, MORGAN Dry Freight van Bodies 10%, MORGAN Refrigerated Van Bodies 10%, MOUNTAIN TARP-PIONEER Tarps and Mechanisms 5%, MUNCIE PTO, Pumps/hydraulics 25%, RANCH HAND Grill guards, accessories 10%, RC Mfg. Toolboxes 10%, RKI Toolboxes 10%, RUGBY Dump Beds 10%, SAGE OIL VAC Lube Skids, Lube trailers 2%, SENSATA / MAGNUM Inverters 5%, SHURCO / DONOVAN Tarps and Mechanisms 10%, SNOW EX Snow/Ice Control 10%, SNUG TOP Work Shells / Pickup Tonneau Covers 10%, SPACE KAP Transferable Service bodies 3%, STELLAR Hook Lifts 10%, SWAB MFG Fiberglass Animal Control Body 2%, TBEI Dump Beds 10%, TOMMY GATE (WOODBINE MFG) Liftgates 15%, TRANSFER FLOW Auxiliary Fuel Tanks 10%, TRUCKLITE Truck Lighting 0%, UTEM MFG Aerial Man Lift, Insulated and non insulated 10%, VANAIR Air Compressors 5%, VENCO VENTURO Truck Cranes 5%, VISIONX Truck Lighting 15%, VMAC Air Compressors 5%, WALTCO Liftgates 5%, WARN WINCH Electric winches 10%, WEATHER GUARD TOOLBOXES/VAN INTERIORS 10%, ALL OTHER MFG 0%**

Item 27 Continued on Next Page

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item 27 Continued

Item	Approx. Qty	UOM	Description	
27	1	% Disc	Up-Fitting for all types of new vehicles purchased under this price agreement - Items such as but not limited to: Utility Bodies, Cranes, Dump Bodies, Conversions, Lift-gates, Emergency Equipment, Modifications and Supplies	
Percentage Discount off of MSRP Dealer's Base Cost; FOB, Dealer's place of business. Make/Model Options:			**(AE)** **READING TRUCK BODY - SL ST 98 SW RW1 40 U AA FFF 5%, SL ST 108 DW RW1 40 U AA FFR 5%, SL ST 132 DW RW1 40 U AA FFR 5%** **READING CRANE BODY RMS132DRW2FA045405 5%, MSS108DRW2FA100110 5%,** **PALFINGER CRANES PSC3216 3%, PSC6025H 3%** **CRYSTEEL DUMP BODY ETIP-87/96-1100-03Y-LBDUMP 6%, ETIP-60/96-1100-02Y-LBDUMP 6%** **MAXON LIFT GATE C2-60-1342 TP27 5%, C2-60-1542 TP27 5%, C2-54-1342 TP27 5%, C2-92-1650 TP35 5%, C2-92-1650 DT33 5%** **NORSTAR TRUCK BED SF094946002U06 3%, SR114948403U061 3%, ST114948403U061 3%** **RKI TRUCK BOXES / WINDOW GRILLES C63 7%, ST63 7%, M54U-1NM 7%, WG11 7%, WG15 7%**	**(AF)** **10% Upfits**
			(AJ) **3%**	**(AK)** **5% All upfits per quote specifications** **5% Service Body** **5% Flatbed** **5% Dump Body** **5% Crane** **5% Lift Gates** **5% Custom Options and Equipment**
			(AL) **6.00%**	

27a)	1	% Disc	Hourly Labor Rate			
Percentage Discount off of MSRP for Factory Options			**(AA)** **$120**	**(AC)** **$120**	**(AD)** **$100.00**	**(AE)** **$125**
			(AF) **$185**	**(AJ)** **$155.00**	**(AK)** **$125.00**	**(AL)** **$189.95**
			(AM) **$110**			

Docusign Envelope ID: 375DE65A-2BEB-436F-B39D-B6D94813D12E

Item	Approx. Qty	UOM	Description			
27b)	1	% Disc	Percentage off Discount for Equipment and Supplies			
Percentage Discount off of MSRP for Factory Options			**(AA) 2%**	**(AC) 0%**	**(AD) 5%**	**(AE) 10%**
			(AF) 10%	**(AJ) 3%**	**(AK) 5%**	**(AL) 5%**
			(AM) 2%			

***** 27 Items Total *****

DocuSign

Certificate Of Completion

Envelope Id: 375DE65A2BEB436FB39DB6D94813D12E
Status: Completed
Subject: GSD/SPD Procurement#: 40-00000-24-00068 Automotive Vehicles
Source Envelope:
Document Pages: 44
Signatures: 1
Certificate Pages: 5
Initials: 2
AutoNav: Enabled
EnvelopeId Stamping: Enabled
Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Envelope Originator:
Arrianna Romero
1100 S Saint Francis Dr
Santa Fe, NM 87502
Arrianna.Romero1@gsd.nm.gov
IP Address: 164.64.63.2

Record Tracking

Status: Original
8/6/2024 8:38:32 AM
Holder: Arrianna Romero
Arrianna.Romero1@gsd.nm.gov
Location: DocuSign

Security Appliance Status: Connected
Pool: StateLocal

Storage Appliance Status: Connected
Pool: General Services Department
Location: DocuSign

Signer Events	Signature	Timestamp
Vanessa LeBlanc Vanessa.LeBlanc@gsd.nm.gov Bureau Chief New Mexico General Services Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Accepted: 6/2/2020 7:02:26 AM ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4	VL Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 8/6/2024 8:46:12 AM Viewed: 8/6/2024 9:29:32 AM Signed: 8/6/2024 9:29:40 AM
Arrianna Romero arrianna.romero1@gsd.nm.gov Purchasing Agent Advance New Mexico General Services, State Purchasing Division Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Not Offered via DocuSign	AR Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 8/6/2024 9:29:44 AM Viewed: 8/6/2024 9:39:28 AM Signed: 8/6/2024 9:39:46 AM
Dorothy Mendonca dorothy.mendonca@gsd.nm.gov SPD Division Director / State Purchasing Agent General Services Department Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None) **Electronic Record and Signature Disclosure:** Accepted: 4/14/2023 7:24:59 AM ID: 51f6380f-50f7-4227-afb5-572b373dfb7c	Dorothy Mendonca Signature Adoption: Pre-selected Style Using IP Address: 164.64.62.10	Sent: 8/6/2024 9:39:51 AM Viewed: 8/6/2024 10:52:55 AM Signed: 8/6/2024 10:53:00 AM

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	8/6/2024 8:46:12 AM
Certified Delivered	Security Checked	8/6/2024 10:52:55 AM
Signing Complete	Security Checked	8/6/2024 10:53:00 AM
Completed	Security Checked	8/6/2024 10:53:00 AM

Payment Events	Status	Timestamps

Electronic Record and Signature Disclosure

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a $1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: *GSD.SPDinfo@state.nm.us*

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at *GSD.SPDinfo@state.nm.us* and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a $1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to *GSD.SPDinfo@state.nm.us* and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:
https://support.docusign.com/guides/signer-guide-signing-system-requirements

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to "I agree to use electronic records and signatures," before you click "CONTINUE" within the DocuSign system.

By selecting the check-box next to "I agree to use electronic records and signatures," you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.