



DATE: January 8, 2024

TO: Jessica Vealitzek, Chair
Operations Committee

FROM: Daniel E. Stearns
Director of Facilities

RECOMMENDATION: Recommend approval of a Resolution awarding a Contract to the National Auto Fleet Group for the Purchase of five (5) new 2024 Ford F-150 Lightning Pro 4WD Super Crew Pick-up Trucks and one (1) new 2024 Ford Super Duty F-550 DRW XL 4WD Crew Cab Service Body Truck in the total amount of \$433,260.49.

STRATEGIC DIRECTION SUPPORTED: Organizational Sustainability.

FINANCIAL DATA: The FY2024 adopted Vehicle Replacement Fund budget (90104100-804000) includes a total amount of \$1,245,000.00 for the purchase of vehicle replacements. The total actual cost of the five F150 Lightning vehicles to be purchased will be \$329,900.00 (\$65,980.00 each). The \$103,360.49 contract price of the F-550 will include outfitting of a mechanical service body for the specific Heavy Equipment work tasks it will be used for.

BACKGROUND: In accordance with the District's vehicle replacement guidelines, staff determined previously that five light duty pickup trucks and one medium-duty work truck are due for replacement; specifically a 2011 Chevrolet K1500 Silverado (Unit 095), a 2011 Chevrolet K2500 Silverado (Unit 096), a 2012 Chevrolet Colorado (Unit 118), a 2013 Chevrolet K1500 Silverado (Unit 125), a 2014 Chevrolet K1500 Silverado (Unit 138), and one 2013 Chevrolet medium-duty K3500 Silverado (Unit 128).

As part of staff's ongoing evaluation of vehicle replacements in accordance with the District's Green Fleet Policy, staff determined that each light-duty pickup can be replaced with the all-electric 2024 Ford F-150 Lightning. The medium-duty pickup would best be replaced by a medium-duty Ford F-550. Pursuant to the Illinois Governmental Joint Purchasing Act, 30 ILCS 525/1, et seq., any governmental unit may purchase personal property, supplies, and services jointly with one or more other governmental units in certain circumstances. Staff determined that 2024 Ford F-150 Lightnings and the Ford F-550 are available under Sourcewell Contract 091521-NAF with National Auto Fleet Group.

The F-150 vehicles will be based primarily at the Operations and Public Safety (OPS) Facility, the General Offices, and Independence Grove where they can be parked inside tempered garages and charged overnight each day with new Level 2 charging stations to be installed by staff. The F-150s have a projected range of 320 miles on a full charge, and the vehicles are expected to make it through, on a single charge, an entire workday traveling to various preserves to accomplish work tasks. These new vehicles are expected to be in service for 10 years or 100,000 miles of usage per the District's vehicle replacement guidelines.

The F-550 will be assigned to the Heavy Equipment Crew. It is expected to be in service for 12 years per the District's vehicle replacement guidelines.

REVIEW BY OTHERS: Chief Operations Officer, Director of Finance, Manager of Board Operations, Corporate Counsel.

**LAKE COUNTY FOREST PRESERVE DISTRICT
LAKE COUNTY, ILLINOIS**

**A RESOLUTION AWARDING A CONTRACT TO NATIONAL AUTO FLEET GROUP
FOR THE PURCHASE OF FLEET VEHICLES**

WHEREAS, the Lake County Forest Preserve District (the “District”) desires to purchase one new Ford F-550 and five Ford F-150 Lightning Electric Pickup Trucks, or approved equivalents (collectively, the “Vehicles”); and

WHEREAS, pursuant to the Illinois Governmental Joint Purchasing Act, 30 ILCS 525/1, et seq., any governmental unit may purchase personal property, supplies, and services jointly with one or more other governmental units if one of the governmental units has publicly advertised for, and received, competitive, sealed bids or proposals and has awarded a contract for such personal property, supplies, and services to the lowest responsible bidder or the highest ranking proposer, all in accordance with such Act; and

WHEREAS, Sourcewell has publicly advertised for, and received, competitive proposals for the Equipment, including a proposal by National Auto Fleet Group for the Vehicles; and

WHEREAS, Sourcewell has awarded contract # 091521-NAF to National Auto Fleet Group as the highest-ranking proposer for the Equipment (the “Sourcewell Contract”) and the Sourcewell Contract provides that other units of local government may also enter into contracts with National Auto Fleet Group on the same terms as provided in the Sourcewell Contract; and

WHEREAS, it is in the best interest of the District to award a contract for the Vehicles to National Auto Fleet Group on the same terms as provided in the Sourcewell Contract (the “Contract”) in a total price of \$433,260.49 (the “Contract Price”);

NOW, THEREFORE, BE IT RESOLVED by the Board of Commissioners of the Lake County Forest Preserve District, Lake County, Illinois, **THAT**:

Section 1. Recitals. The recitals set forth above are incorporated as a part of this Resolution by this reference.

Section 2. Award of Contract. The proposal submitted by National Auto Fleet Group in the total amount of the Contract Price is hereby accepted, and the Contract is hereby awarded to National Auto Fleet Group.

Section 3. Execution of Contract. The Executive Director of the District is hereby authorized and directed to execute the Contract with National Auto Fleet Group, in the amount of the Contract Price.

Section 4. Payments. The District Treasurer shall make payments under the Contract only pursuant to and in accordance with the Contract terms.

Section 5. Effective Date. This Resolution shall be in full force and effect from and after its passage and approval in the manner provided by law.

PASSED this _____ day of _____, 2024

AYES:

NAYS:

APPROVED this ____ day of _____, 2024

Angelo D. Kyle, President
Lake County Forest Preserve District

ATTEST:

Julie Gragnani, Secretary
Lake County Forest Preserve District

Exhibit No. _____



National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076
(855) 289-6572 • (831) 480-8497 Fax
Fleet@NationalAutoFleetGroup.com

12/6/2023

Quote ID: **36664**

Order Cut Off Date: **TBA**

Brian Wing
Lake County Forest Preserve
Fleet

OPERATIONS & PUBLIC SAFETY
FOURTH LAKE FOREST PRESERVE

LINDENHURST, Illinois, 60046

Dear Brian Wing,

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.

Five (5) New/Unused (2024 Ford F-150 Lightning (W1B) Pro 4WD SuperCrew 5.5' Box 145" WB,) and delivered to your specified location, each for

	One Unit (MSRP)	One Unit	Total % Savings	Extended Unit's (5)	Total Savings
Contract Price	\$66,980.00	\$65,980.00	1.493 %	\$329,900.00	\$5,000.00
Tax (0.0000 %)		\$0.00		\$0.00	
Tire fee		\$0.00		\$0.00	
Total		\$65,980.00		\$329,900.00	

- per the attached specifications.

This vehicle(s) is available under the **Sourcewell Contract 091521-NAF** . Please reference this Contract number on all purchase orders to National Auto Fleet Group. Payment terms are Net 20 days after receipt of vehicle.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,

Jesse Cooper
Account Manager
Email: Fleet@NationalAutoFleetGroup.com
Office: (855) 289-6572
Fax: (831) 480-8497



GMC

Vehicle Configuration Options

ENGINE	
Code	Description
99M	Engine: Dual eMotor - Dual Onboard Charging (FLT), -inc: level 2 peak charging rate of 19.2kW and 131 kWh usable capacity extended range high-voltage battery, Carbon Black Fixed Extended Running Board, Wheels: 20" Alloy Dark Carbonized Gray (Fleet), Tires: 20" All Season (Fleet)
TRANSMISSION	
Code	Description
44L	Transmission: Single-Speed, (STD)
WHEELS	
Code	Description
645	Wheels: 20" Alloy Dark Carbonized Gray, -inc: Tires: 20" All Season (Fleet)
TIRES	
Code	Description
___	Tires: 20" All Season
PRIMARY PAINT	
Code	Description
YZ	Oxford White
SEAT TYPE	
Code	Description
VS	Medium Dark Slate, Vinyl Bucket Heated Front Seats, -inc: 2-way manual driver/passenger w/flow-through console and floor shifter
ADDITIONAL EQUIPMENT	
Code	Description
63T	Tailgate Step w/Tailgate Work Surface
153	Front License Plate Bracket, -inc: Standard in states requiring 2 license plates, optional to all others
96W	Tough Bed Spray-In Bedliner
942	Daytime Running Lamps, -inc: Non-controllable
94S	Amber Strobe Color LED Warning Beacons, -inc: By Sound Off Signal, center high-mounted stop light bar and 2 roof mounted beacons that provide 360 degree visibility
66A	Mobile Power Cord (120/240V)
90B	Matte Black Aluminum Crossbed Toolbox, -inc: By Weather Guard, (Model # 127-52-03)

85H	Back-Up Alarm System
OPTION PACKAGE	
Code	Description
110A	Equipment Group 110A Standard

Standard Equipment

MECHANICAL

Engine: Dual eMotor - Standard Battery -inc: 98 kWh usable capacity standard range high-voltage battery (STD)

Transmission: Single-Speed (STD)

EXTERIOR

Wheels: 18" Machined w/Black High Gloss Pockets (STD)

TIRES

Tires: 275/65R18 A/T

ADDITIONAL EQUIPMENT

Transmission w/Driver Selectable Mode

Full-Time All-Wheel

Driver Selectable Rear Locking Differential

9.61 Axle Ratio

Battery w/Run Down Protection

Class IV Towing Equipment -inc: Hitch and Trailer Sway Control
--

Trailer Wiring Harness

2235# Maximum Payload

GVWR: 8,250 lbs

HD Front Shock Absorbers and Gas-Pressurized Rear Shock Absorbers

Front And Rear Anti-Roll Bars

Electric Power-Assist Speed-Sensing Steering
--

Permanent Locking Hubs

Double Wishbone Front Suspension w/Coil Springs

Trailing Arm Rear Suspension w/Coil Springs

Regenerative 4-Wheel Disc Brakes w/4-Wheel ABS, Front And Rear Vented Discs, Brake Assist, Hill Hold Control and Electric Parking Brake

Lithium Ion Traction Battery w/11.5 kW Onboard Charger and 1.517 Hrs Charge Time @ 440V

Regular Box Style

Aluminum Spare Wheel

Full-Size Spare Tire Stored Underbody w/Crankdown

Clearcoat Paint

Black Front Bumper w/Black Rub Strip/Fascia Accent and 2 Tow Hooks
--

Black Rear Step Bumper
Black Side Windows Trim
Black Door Handles
Black Manual Side Mirrors w/Manual Folding
Fixed Rear Window
Deep Tinted Glass
Variable Intermittent Wipers
Aluminum Panels
Black Grille
Tailgate Rear Cargo Access
Tailgate/Rear Door Lock Included w/Power Door Locks
Integrated Storage
Ford Co-Pilot360 - Autolamp Auto On/Off Projector Beam Led Low/High Beam Directionally Adaptive Auto High-Beam Daytime Running Lights Preference Setting Headlamps w/Delay-Off
Cargo Lamp w/High Mount Stop Light
LED Brakelights
Headlights-Automatic Highbeams
Radio w/Seek-Scan, Clock, Speed Compensated Volume Control and Radio Data System
Radio: FM Stereo w/6 Speakers
Fixed Antenna
Vinyl Bucket Heated Front Seats -inc: 2-way manual driver/passenger w/flow-through console and floor shifter
Driver Seat
Passenger Seat
60-40 Folding Split-Bench Front Facing Fold-Up Cushion Rear Seat
Manual Tilt/Telescoping Steering Column
Gauges -inc: Speedometer, Odometer, Engine Coolant Temp, Traction Battery Level, Power/Regen, Traction Battery Temperature and Trip Odometer
Power Rear Windows
FordPass Connect 4G Mobile Hotspot Internet Access
Front Cupholder
Rear Cupholder
3 12V DC Power Outlets
Compass
Remote Keyless Entry w/Integrated Key Transmitter and Panic Button
Cruise Control w/Steering Wheel Controls
Dual Zone Front Automatic Air Conditioning
HVAC -inc: Underseat Ducts and Console Ducts
Locking Glove Box
Driver Foot Rest
Interior Trim -inc: Cabback Insulator, Metal-Look Door Panel Insert and Metal-Look Interior Accents

Full Cloth Headliner
Urethane Gear Shifter Material
Day-Night Auto-Dimming Rearview Mirror
Driver And Passenger Visor Vanity Mirrors
Mini Overhead Console w/Storage, 3 12V DC Power Outlets and 8 120V AC Power Outlets
Front Map Lights
Fade-To-Off Interior Lighting
Full Vinyl/Rubber Floor Covering
Plastic Floor Trim
Cargo Area Concealed Storage
Pickup Cargo Box And Cargo Space Lights
Smart Device Remote Engine Start
SYNC 4 w/Enhanced Voice Recognition -inc: 12" LCD capacitive touchscreen w/swipe capability, information on demand panel, wireless phone connection, cloud connected, AppLink w/App catalog, 911 Assist, wireless Apple CarPlay and Android Auto compatibility, digital owners manual, conversational voice command recognition and connected navigation (includes 3-year trial), Note: Navigation services require SYNC4 and FordPass Connect (optional on select vehicles), complimentary connect service and the FordPass app (see FordPass Terms for details), Eligible vehicles receive a complimentary 3-year trial of navigation services that begins on the new vehicle warranty start date, Customers must unlock the navigation service trial by activating the eligible vehicle w/a FordPass member account, If not subscribed by the end of the complimentary period, the connected navigation service will terminate, and the system will revert to embedded offline navigation, Connected service and features depend on compatible AT&T network availability, Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features, FordPass App, compatible w/select smartphone platforms, is available via a download, Message and data rates may apply
Instrument Panel Bin, Dashboard Storage, Interior Concealed Storage, Driver / Passenger And Rear Door Bins
Power 1st Row Windows w/Driver And Passenger 1-Touch Up/Down
Delayed Accessory Power
Power Door Locks w/Autolock Feature
Outside Temp Gauge
Digital Appearance
Seats w/Vinyl Back Material
Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
Perimeter Alarm
3 12V DC Power Outlets and 8 120V AC Power Outlets
AdvanceTrac w/Roll Stability Control Electronic Stability Control (ESC) And Roll Stability Control (RSC)
ABS And Driveline Traction Control
Side Impact Beams
Dual Stage Driver And Passenger Seat-Mounted Side Airbags
Reverse Sensing System Rear Parking Sensors
BLIS (Blind Spot Information System) Blind Spot
Pre-Collision Assist with Automatic Emergency Braking (AEB)

Lane Keeping Alert Lane Keeping Assist
Lane Keeping Alert Lane Departure Warning
Collision Mitigation-Front
Driver Monitoring-Alert
Collision Mitigation-Rear
Tire Specific Low Tire Pressure Warning
Dual Stage Driver And Passenger Front Airbags
Safety Canopy System Curtain 1st And 2nd Row Airbags
Airbag Occupancy Sensor
Mykey System -inc: Top Speed Limiter, Audio Volume Limiter, Early Low Fuel Warning, Programmable Sound Chimes and Beltminder w/Audio Mute
Rear Child Safety Locks
Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners
Ford Co-Pilot360 - Reverse Camera Back-Up Camera



National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076

(855) 289-6572 • (831) 480-8497 Fax

Fleet@NationalAutoFleetGroup.com

12/27/2023

Quote ID: **27077**

Order Cut Off Date: **TBA**

Mr Brian Wing
Lake County Forest Preserve

Fleet
Operations & Public Safety Fourth Lake Forest Preserve

Lindenhurst, Illinois, 60046

Dear Brian Wing,

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.

One (1) New/Unused (2024 Ford Super Duty F-550 DRW (W5H) XL 4WD Crew Cab 203" WB 84" CA, Knapheide 7132D54F Service Body + Handling \$2900.00) and delivered to your specified location, each for

	One Unit (MSRP)	One Unit	Total % Savings	Total Savings
Contract Price	\$75,935.00	\$73,459.49	3.260 %	\$2,475.51
Knapheide 7132D54F Service Body + Handling \$2900.00		\$29,901.00		
Additional Key(s)		\$0.00		
Tax (0.0000 %)		\$0.00		
Tire fee		\$0.00		
Total		\$103,360.49		

- per the attached specifications.

This vehicle(s) is available under the **Sourcewell (Formerly Known as NJPA) Contract 091521-NAF**. Please reference this Contract number on all purchase orders to National Auto Fleet Group. Payment terms are Net 20 days after receipt of vehicle.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,

Jesse Cooper
Account Manager
Email: Fleet@NationalAutoFleetGroup.com
Office: (855) 289-6572
Fax: (831) 480-8497

Quoting Department
Account Manager
Fleet@NationalAutoFleetGroup.com
(855) 289-6572



GMC

Vehicle Configuration Options

ENGINE	
Code	Description
99T	Engine: 6.7L 4V OHV Power Stroke V8 Turbo Diesel B20, -inc: Operator Commanded Regeneration (OCR), Diesel Exhaust Fluid (DEF) tank, intelligent oil-life monitor and manual push-button engine-exhaust braking, 4.10 Axle Ratio, Dual 68 AH/65 AGM Battery
TRANSMISSION	
Code	Description
44G	Transmission: TorqShift 10-Speed Automatic, (STD)
TIRES	
Code	Description
TGM	Tires: 225/70Rx19.5G BSW Traction, -inc: 4 traction tires on the rear and 2 A/P tires on the front
PRIMARY PAINT	
Code	Description
Z1	Oxford White
SEAT TYPE	
Code	Description
AS	Medium Dark Slate, HD Vinyl 40/20/40 Split Bench Seat, -inc: center armrest, cupholder, storage, 2-way adjustable driver/passenger headrests and driver's side manual lumbar
AXLE RATIO	
Code	Description
X4N	Limited Slip w/4.10 Axle Ratio
ADDITIONAL EQUIPMENT	
Code	Description
86M	Dual 68 AH/65 AGM Battery
41H	Engine Block Heater
67B	410 Amp Dual Alternators, -inc: 250 Amp + 160 Amp
41P	Transfer Case Skid Plates
473	Snow Plow Prep Package, -inc: pre-selected springs (see order guide supplemental reference for springs/FGAWR of specific vehicle configurations), Note 1: Restrictions apply; see supplemental reference or body builders layout book for details, Note 2: Also allows for the attachment of a winch, Note 3: Highly recommended to add (86M) dual battery on 7.3L gas engine, Adding (67B) 410 amp dual alternators for diesel engine is highly recommended for max power output

65C	Dual Diesel Fuel Tanks, -inc: Combines 40 gallon aft-of-axle and 26.5 gallon mid ship tank
945	Stainless Steel Wheel Covers (Pre-Installed), -inc: Front and rear
512	Spare Tire & Wheel, -inc: Excludes carrier, 6-Ton Hydraulic Jack
18B	Platform Running Boards
153	Front License Plate Bracket
59H	Center High-Mounted Stop Lamp (CHMSL)
91G	Amber-Wht 360-Deg Dual Beacon LED Warning Strobes, -inc: Pre-installed
61J	6-Ton Hydraulic Jack
61L	Front Wheel Well Liners (Pre-Installed)
76C	Exterior Backup Alarm (Pre-Installed)
43C	110V/400W Outlet

OPTION PACKAGE

Code	Description
660A	Order Code 660A

Standard Equipment

MECHANICAL

Engine: 7.3L 2V DEVCT NA PFI V8 Gas (STD)

Transmission: TorqShift 10-Speed Automatic -inc: 10R140 w/neutral idle, SelectShift and selectable drive modes: normal, tow/haul, eco, slippery roads and off-road (STD)
--

4.88 Axle Ratio (STD)

EXTERIOR

Tires: 225/70Rx19.5G BSW A/P (STD)

WHEELS

Wheels: 19.5" x 6" Argent Painted Steel -inc: Hub covers/center ornaments not included
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ADDITIONAL EQUIPMENT

50-State Emissions System

Transmission w/Oil Cooler

Electronic Transfer Case

Part-Time Four-Wheel Drive

78-Amp/Hr 750CCA Maintenance-Free Battery w/Run Down Protection

HD 250 Amp Alternator

Towing Equipment -inc: Brake Controller and Trailer Sway Control
--

Trailer Wiring Harness

10520# Maximum Payload

GVWR: 18,000 lbs Payload Package

HD Shock Absorbers

Front And Rear Anti-Roll Bars

Firm Suspension

Hydraulic Power-Assist Steering

40 Gal. Fuel Tank

Single Stainless Steel Exhaust

Dual Rear Wheels

Auto Locking Hubs

Front Suspension w/Coil Springs

Solid Axle Rear Suspension w/Leaf Springs

4-Wheel Disc Brakes w/4-Wheel ABS, Front And Rear Vented Discs, Brake Assist and Hill Hold Control
--

Upfitter Switches

Clearcoat Paint
Black Front Bumper w/Black Rub Strip/Fascia Accent and 2 Tow Hooks
Black Fender Flares
Black Side Windows Trim and Black Front Windshield Trim
Black Door Handles
Black Power Heated Side Mirrors w/Convex Spotter, Manual Folding and Turn Signal Indicator
Manual Extendable Trailer Style Mirrors
Fixed Rear Window
Light Tinted Glass
Variable Intermittent Wipers
Aluminum Panels
Front Splash Guards
Black Grille
Autolamp Auto On/Off Aero-Composite Halogen Daytime Running Lights Preference Setting Headlamps w/Delay-Off
Cab Clearance Lights
Perimeter/Approach Lights
Radio w/Seek-Scan, Clock and Speed Compensated Volume Control
Radio: AM/FM Stereo w/MP3 Player -inc: 6 speakers
Fixed Antenna
SYNC 4 Communications & Entertainment System -inc: enhanced voice recognition, 911 Assist, 8" LCD center stack screen, AppLink, 1 smart-charging USB port and trailer brake controller
2 LCD Monitors In The Front
4-Way Driver Seat -inc: Manual Recline and Fore/Aft Movement
4-Way Passenger Seat -inc: Manual Recline and Fore/Aft Movement
60-40 Folding Split-Bench Front Facing Fold-Up Cushion Rear Seat
Manual Tilt/Telescoping Steering Column
Gauges -inc: Speedometer, Odometer, Oil Pressure, Engine Coolant Temp, Tachometer, Transmission Fluid Temp, Engine Hour Meter, Trip Odometer and Trip Computer
Power Rear Windows
FordPass Connect 5G Mobile Hotspot Internet Access
Rear Cupholder
Remote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry and Panic Button
Cruise Control w/Steering Wheel Controls
Manual Air Conditioning
HVAC -inc: Underseat Ducts
Illuminated Locking Glove Box
Interior Trim -inc: Chrome Interior Accents
Full Cloth Headliner
Urethane Gear Shifter Material
HD Vinyl 40/20/40 Split Bench Seat -inc: center armrest, cupholder, storage, 2-way adjustable

driver/passenger headrests and driver's side manual lumbar
Day-Night Rearview Mirror
Passenger Visor Vanity Mirror
Full Overhead Console w/Storage and 2 12V DC Power Outlets
Fade-To-Off Interior Lighting
Front And Rear Map Lights
Full Vinyl/Rubber Floor Covering
Smart Device Remote Engine Start
Instrument Panel Covered Bin and Dashboard Storage
Power 1st Row Windows w/Driver And Passenger 1-Touch Up/Down
Delayed Accessory Power
Power Door Locks
Driver Information Center
Trip Computer
Outside Temp Gauge
Digital/Analog Appearance
Seats w/Vinyl Back Material
Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
Securilock Anti-Theft Ignition (pats) Immobilizer
2 12V DC Power Outlets
Air Filtration
Driveline Traction Control
Side Impact Beams
Dual Stage Driver And Passenger Seat-Mounted Side Airbags
Pre-Collision Assist with Automatic Emergency Braking (AEB)
Lane Departure Warning
Collision Mitigation-Front
Outboard Front Lap And Shoulder Safety Belts -inc: Height Adjusters
Safety Canopy System Curtain 1st And 2nd Row Airbags
Dual Stage Driver And Passenger Front Airbags
Rear Child Safety Locks



2600 W IL ROUTE 120
 MCHENRY, IL 60051-4563
 www.knapheide.com

QUOTE:
280880-1
Quote Expiration:
01/04/2024

Contact(s): Brett Wise
 bwise58@knapheide.com

Brett Wise (Inside Sales)
 bwise58@knapheide.com

Brett Wise (Outside Sales)
 bwise58@knapheide.com

Customer: National Auto Fleet Group*cod*

ID: 60142 **Phone:** 8552896572
Address: 490 AUTO CENTER DR **Contact:** Connie So
 WATSONVILLE, CA 95076-3726 **Email:** fleet@nationalautofleetgroup.com
End Customer: Lake County Forest Preserve

Terms: Due Upon Receipt
Bid Spec:

Description: 7132D54F SERICE BODY LADDER RACK

Quote Information:

Customer Request Date:
Quote Completed Date:
of Units: 1

Delivery Information:

Total Price Includes F.O.B.:
Ship Via:
Ship To: National Auto Fleet Group*cod*
 490 AUTO CENTER DR
 WATSONVILLE, CA 95076-3726

Vehicle Information:

Make: Ford **Model:** F-550 **Year:** 2024
Chassis Type: Box Removal/Delete **Cab Type:** Crew **Cab to Axle:** 84
Rear Axle Type: DRW **Drivetrain:** 4x4 **Engine Size:** 6.7
Fuel Type: Diesel **Transmission Type:** Auto **Wheelbase:** 203
GVWR: 19500

Description	Quantity	Unit Price	Total
7132D54F Service Body with Flip Top Compartments Overall Dimension: 133.25" Long x 94" Wide Cargo Area: 54" Wide x 21.25" High Side Compartment: 37.25" High x 20" Deep Street Side Compartmentation: Front Vertical: 34.25" Long x 37.25" High Second Vertical: 21" Long x 37.25" High Horizontal: 52.75" Long x 15.75" High Rear Vertical: 25.25" Long x 37.25" High Curbside Compartmentation: Front Vertical: 34.25" Long x 37.25" High Second Vertical: 21" Long x 37.25" High Horizontal: 78" Long x 15.75" High Rear Vertical: 25.25" Long x 21.5" High Standard Shelving: *(2) Adjustable Divider Shelves in Each Front and Second Vertical Compartments *(1) Bolt-In Divider Shelf Curbside Horizontal Compartment *(1) Adjustable Divider Shelf in Each Rear Vertical Compartment *(28) Shelf Dividers and (20) Flip-Top Tray Dividers Warranty: Standard Knapheide Limited Warranty Weight: 1716 lbs			16,852.69
POWER LOCKS 700 SERIES 132 SERV BODIES WITH CURRENT ROTAR	1.00	1,701.31	1,701.31
Utility Rack 132" Service Body with Regular Cab 28" High Painted White Installed			2,418.00
GRIP STRUT FLEX STEP WITH 11.0 " RUBBER BELT SIDES			550.50
Aluminum Rock Guard Kit Installed			168.25
Class V Receiver Hitch for Service Bodies (Ford/GM/Ram) 2.5" Receiver Tube			501.06



Do Not Exceed the Towing Capacity Specified by the Chassis Manufacturer if it is Less Than the Above Stated Capacity			
7-Way Trailer Plug - Flat			79.16
DRWR UNIT RV1132D2-3 1-5 1-7IN INSTALLED IN RV1 COMPARTMENT	1.00	1,805.00	1,805.00
LINE-X IN LOAD SPACE AND TOP OF COMPARTMENTS			1,294.03
Cab Guard Center Section Powder Coated White 54" Cargo Width for Standard Height or F40 Service Bodies Installed			842.00
PO SHELF RH HOR IZONTAL INSTALL	1.00	519.00	519.00
Fee for Delivery of Chassis and PDI Lake County Forest Preserves 19808 West Grand Ave. Lake Villa, IL 60046	1.00	270.00	270.00
Total does not include any applicable taxes or transportation charges unless specifically noted herein:		Subtotal:	\$27,001.00
		Total:	\$27,001.00

Customer PO

Total Price

Additional Notes: Drop Ship Code F88S65

Credit Card Policy: We do not accept credit cards for payment of any order in excess of \$10,000.00. For other orders, we do accept MasterCard, American Express, Visa and Discover for payment.

Cancellation Policy: Payment is due in full upon cancellation of any orders for non-stocked parts or products (provided part/product has been ordered by Seller) and upon cancellation of installation

Payment Policy: Payment Terms are due upon receipt of signed quote unless prior credit agreement has been established at the time of order. Payment terms for customers with an established credit account will be Net 30 from date of invoice. Seller has right to assess late charges at 1.5% per month on all invoices that are 60 days or more past due.

Pricing Policy: Price Quotation is good on orders received through the expiration date. Pricing quoted applies to chassis make/model originally provided and quantity quoted. Any change may result in price change. Orders are subject to all applicable state, local and federal excise taxes. Applicable taxes will be applied on final billing to customer upon completion of order. Seller must be in possession of the vehicle for this order within 90 days of quote acceptance or the order can be subject to price adjustments due to cost increases for materials, labor, and shop supplies.

Return Policy: All sales are final. Purchased parts or products are non-returnable.

By signing and accepting this quotation, Customer agrees to accept Knapheide Chicago terms and conditions as stated above.

Customer Signature

Print Name

Title

Date

Dealer Code

Dealership

Location

VIN

If the chassis is customer supplied, Knapheide may require a chassis spec sheet



COMMENTARY

Big 12 can forge future without duo

Expanded football playoff one big reason

Jenni Carlson

The Oklahoman
USA TODAY Network

OKLAHOMA CITY, Okla. — Oklahoma and Texas are leaving the Big 12.

So, where does that leave the conference?

News that would've been surprising a week ago but that became expected in recent days was made official Monday morning — Oklahoma and Texas gave notice to the Big 12 they would not extend their grant of rights when the league's current agreement expires in 2025. A few hours later, the conference issued a statement acknowledging as much.

"Although our eight members are disappointed with the decisions of these two institutions, we recognize that intercollegiate athletics is experiencing rapid change and will most likely look much different in 2025 than it does currently," Big 12 Commissioner Bob Bowlsby said in the statement. "The Big 12 Conference will continue to support our member institutions' efforts to graduate student-athletes and compete for Big 12 and NCAA championships.

"Like many others, we will use the next four years to fully assess what the landscape will look like in 2025 and beyond. The remaining eight institutions will work together in a collaborative manner to thoughtfully and strategically position the Big 12 Conference for continued success, both athletically and academically, long into the future."

For all those words, there aren't many specifics. I assume that's partially because the Big 12 doesn't have a lot of answers right now — the notion of the con-



Big 12 Commissioner Bob Bowlsby is optimistic about the conference's future.

KEVIN JAIRAJ/USA TODAY SPORTS

ference going forward without Oklahoma and Texas wasn't on anyone's radar this time last week — but even if conference leaders had more time to prepare and plan, answers would still be tough to come by.

What is the right thing to do? What should the remaining schools do?

This is important in our neck of the woods, of course, because it will have a huge impact on Oklahoma State. The Cowboys zoom to the head of the class without the Sooners and Longhorns, who formally applied to the Southeastern Conference for membership Tuesday. Oklahoma State has one of the most successful football programs in the country over the past 15 years, and with quality facilities and strong programs all across the athletic department, it has a leg up on the other seven schools.

What that ultimately means for Oklahoma State remains to be seen. Will it use that cachet to find a soft landing spot in another conference? Or will it become a leader — maybe even the leader — in the Big 12?

That depends on whether the remaining eight institutions are as committed to working together as Bowlsby's statement makes it sound. I have no doubt the schools have said they are going to stick together, but I also have no doubt each of them is actively looking out for themselves, talking with other conferences, figuring out what happens if the whole thing falls apart.

But there are good reasons why the Big 12's remaining schools should want to make a go of it — and ways they could make it happen.

Prime among the reasons to stay together is the promise of an expanded

College Football Playoff. If the Big 12 holds itself together, it would almost certainly get its champion in the expanded playoff virtually every year. Under the proposed expansion to a dozen teams, the six highest-ranked conference champions would get automatic bids.

If the Big 12 maintained its standing as a Power Five league, an automatic bid would be, well, automatic, but even if the league fell back into the Group of Five range, it would be the strongest of that bunch.

Would expanding strengthen the Big 12? Would adding the likes of Houston and Cincinnati, BYU and Central Florida draw more TV viewers, satisfy the broadcast partners and solidify the league's standing?

Frankly, those schools might also look better to one of the Big 12's broadcast partners. The league has deals with ESPN and Fox. Fox might be interested in helping the Big 12 survive in order to bolster the network's portfolio. The Big 12 might even be able to use its survival as leverage with Fox.

The Big 12 staying together might keep the market from skyrocketing on the networks, and Fox might well want that outcome. But will the Big 12 hang on?

It certainly can. There are ways the conference can survive the gut punch of losing Oklahoma and Texas, locking arms and forging a future. There are lots of reasons all of that makes sense for Oklahoma State and Iowa State, Kansas State and Kansas, TCU and West Virginia, Baylor and Texas Tech.

But will the schools stay together and be as committed to each other as they have vowed to be?

Of the answers that are tough to come by right now in the Big 12, that is toughest of all.

THE MONEY

Expanded SEC could match NCAA intake in revenue

Steve Berkowitz

USA TODAY

A 16-team Southeastern Conference that includes Texas and Oklahoma would be such a financial powerhouse that its revenue quickly would become equivalent to the NCAA's, a USA TODAY Sports analysis of conference and association financial records shows.

The figures and timing would depend on the speed at which various developments occur, beginning with when the schools depart the Big 12 after taking the initial step Monday of notifying the conference that they will not be renewing their grants of media rights following expiration in 2025 and then applying to the SEC for membership on Tuesday. There also are questions related to TV entities' reaction to the expected moves and the College Football Playoff's proposed expansion to 12 teams.

However, based on the documents and interviews with industry experts familiar with the finances and revenue capabilities of Power Five conference schools, a path can be drawn to a 16-team SEC with Texas and Oklahoma having close to \$1.3 billion in revenue for its 2024-25 fiscal year. That's likely where the NCAA will be, assuming it remains on schedule for the payout from its multimedia and marketing rights agreement with CBS and Turner for the Division I men's basketball tournament to increase to \$990 million in what would be the first year of an extension made in March 2016.

Yes, Texas' and Oklahoma's grant of media rights to the Big 12 runs through

2024-25, but if the schools and the SEC want to get together, it seems likely that will happen sooner. Similarly, while the CFP's current set of agreements for a four-team event run through the 2025-26 season, the management committee already is formally discussing the expansion to 12. Based on those assumptions, here's how the SEC reaches NCAA-level revenue.

NCAA

The association's most recent audited financial statement showed it had \$1.12 billion in revenue for the 2018-19 fiscal year, which was before the pandemic. Of that amount, \$867.5 million was attributed to TV and marketing rights fees, nearly all of which come from the CBS/Turner agreement. The notes to the statement say that the NCAA is scheduled to get \$990 million from the CBS/Turner deal in 2024-25.

If the association's other revenue sources — a combined \$251 million before the pandemic — grow at a rate of 3% annually, that would give the NCAA about \$1.28 billion in revenue for 2024-25. (While inflation is currently running at around 5%, it was at 3% or less for nearly all of the previous decade, according to the U.S. Bureau of Labor Statistics.) This figure could be impacted by changes in ticket revenue from championships, investment income and other sources.

SEC

Setting the most recently available

baseline: The conference's federal tax records for its 2019-20 fiscal year — which may use a slightly different accounting procedure than an audited financial statement — show that the conference had \$497 million in revenue from what it called "TV/radio rights fees" out of \$729 million in total revenue.

Where Saturday afternoon football TV revenue is heading: The SEC announced in December that, beginning with the 2024-25 season, ESPN/ABC will be taking over the Saturday afternoon football TV package that CBS currently holds. ESPN/ABC will pay the SEC "in the low \$300 million range" annually, according to Sports Business Journal, a significant increase on the \$55 million the league makes per year from its contract with CBS. So, without Texas and Oklahoma, the SEC already is headed toward an incremental revenue increase of about \$245 million in 2024-25. That would put its total revenue at \$974 million.

Where other TV revenue is heading: Based on the conference's reported \$497 million TV/radio for 2019-20 and the \$55 million attributed to the CBS football package, there was \$442 million in other TV/radio revenue. If that amount increases by 3% annually, it becomes \$512 million in 2024-25. That's an incremental increase of \$70 million and puts the SEC at \$1.044 billion.

Where non-TV revenue is heading: The NCAA reported \$231 million in revenue not related to TV/radio in 2019-20. Again using a 3% annual growth rate, that would give the SEC an incremental

increase in this revenue of about \$37 million — and that figure likely is low because of the pandemic. That puts the SEC at \$1.081 billion.

The impact of an expanded CFP: In June, USA TODAY Sports reported that an expansion from four teams to 12 could increase the average annual value of the event from about \$600 million to more than \$2 billion, according to a projection provided by Navigate, a firm specializing in college and professional sports rights valuations. For the 2019-20 season, the Power Five conferences each received base amounts of about \$67 million, according to figures on the CFP's website. A conservative view would have the Power Five conferences' base amounts increasing by a multiple of 2.5, assuming there are still five leagues, putting the payout at about \$167 million and putting the SEC at \$1.181 billion.

The impact of adding Texas and Oklahoma: Recapping the amounts mentioned earlier, a projection of the SEC's overall TV/radio revenue for 2024-25 without adding any schools is around \$812 million. That's based on the \$300 million from ESPN/ABC for Saturday afternoon football and \$512 million for the rest of its TV/radio revenue. At \$812 million, that would mean the SEC and its partners seeing these deals being worth \$58 million per school. If the respective values of Texas and Oklahoma are negotiated by the SEC and its partners as adding just slightly above average value — say \$60 million apiece — it would add \$120 million. That puts the conference's total at \$1.301 billion.

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