

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS
ACTION AGENDA SUMMARY

DEPT: Public Works *ala*

BOARD AGENDA # *C-2

Urgent Routine

AGENDA DATE February 28, 2012

CEO Concurs with Recommendation YES NO
(Information Attached)

4/5 Vote Required YES NO

SUBJECT:

Approval to Authorize the Director of Public Works to Apply for and Accept, if Awarded, the San Joaquin Valley Air Pollution Control District Public Benefit Grant for the Purchase of Five Alternative Fuel Vehicles

STAFF RECOMMENDATIONS:

1. Authorize the Director of Public Works to apply for and accept, if awarded, the San Joaquin Valley Air Pollution Control District (SJVAPCD) Public Benefit Grant for the purchase of five alternative fuel vehicles on behalf of the Departments of Public Works, Environmental Resources and Parks and Recreation.
2. Adopt a Resolution authorizing the Director of Public Works to prepare and submit the application and sign all applicable documents with the San Joaquin Valley Air Pollution Control District.

FISCAL IMPACT:

The grant provides funds of \$20,000 per vehicle up to the maximum of \$100,000 per agency. The total amount of grant funding to be applied for is \$100,000 to be used toward the purchase of five alternative fuel vehicles. These are incentive funds provided to encourage the purchase of alternative fuel vehicles that produce super low emissions as opposed to the generally lower cost gas fueled vehicles that produce higher emissions.

(Continued on Page 2)

BOARD ACTION AS FOLLOWS:

No. 2012-083

On motion of Supervisor Monteith, Seconded by Supervisor Chiesa
and approved by the following vote,

Ayes: Supervisors: Chiesa, Withrow, Monteith, De Martini and Chairman O'Brien

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: Chairman O'Brien

- 1) X Approved as recommended
- 2) _____ Denied
- 3) _____ Approved as amended
- 4) _____ Other:

MOTION:

Christine Ferraro

ATTEST: CHRISTINE FERRARO TALLMAN, Clerk

File No.

Approval to Authorize the Director of Public Works to Apply for and Accept, if Awarded, the San Joaquin Valley Air Pollution Control District Public Benefit Grant for the Purchase of Five Alternative Fuel Vehicles

FISCAL IMPACT: (Continued)

In addition to the incentive funds, the additional cost may be recovered during the vehicle's useful life through reduced fuel usage and maintenance costs. Two of the alternative fuel vehicles will go to the Department of Environmental Resources and Park and Recreation, and three of the alternative fuel vehicles will go to the Department of Public Works.

The Departments of Environmental Resources and Parks and Recreation have budgeted appropriations to purchase two alternative fuel vehicles in Fiscal Year 2011-2012. The proposed grant funding of \$20,000 per vehicle would offset funds needed for those purchases.

The cost of the three alternative fuel vehicles being purchased by Public Works will be funded by \$60,000 in incentive funds at \$20,000 per vehicle, awarded by the SJVAPCD Public Benefits Grant Program, and an estimated \$24,501 from Public Works Morgan Shop's fund balance. Public Works Morgan Shop's fund balance, net of inventory, as of January 31, 2012 is \$2,181,370.

DISCUSSION:

The San Joaquin Valley is not currently meeting the health based National Ambient Air Quality Standards for ozone and particulate matter ten microns or less in diameter (PM 10). Therefore, San Joaquin Valley Air Pollution Control District (SJVAPCD) is required to implement strategies that will result in the reduction of emissions. The Public Benefit Grant Program, for the purchase of new alternative fuel vehicles, is one of the strategies to reduce these emissions. Internal combustion engines are a significant source category that provides an opportunity to pursue substantial emission reductions. In joint partnership, the Department of Environmental Resources (DER) and the Department of Public Works are interested in promoting clean air in the San Joaquin Valley. The grant provides funds of \$20,000 per vehicle up to the maximum of \$100,000 per agency.

In past years, DER was a co-sponsor of the SJVAPCD Clean Green Yard Machine Program and is now taking advantage of the SJVAPCD incentive program to promote reduction of air emissions in the valley. DER is working on converting a fleet of approximately 50 vehicles to hybrid and alternative fuel vehicles that are super ultra-low emission vehicles. DER currently owns sixteen hybrid vehicles and is planning the purchase of two additional alternative fuel vehicles in the Fiscal Year 2011-2012.

The Public Works Department maintains Stanislaus County's resurfacing roadways, and maintenance of bridges and storm water systems. To fulfill these duties, the Department provides and maintains equipment used in these projects. In an effort to promote clean air, Public Works maintains and operates a Compressed Natural Gas fueling station and over forty-five compressed natural gas vehicles. The purchase of alternative fuel vehicles will not only support SJVAPCD's mission to reduce emissions but replace depleted and aged equipment with higher burning emissions.

Approval to Authorize the Director of Public Works to Apply for and Accept, if Awarded, the San Joaquin Valley Air Pollution Control District Public Benefit Grant for the Purchase of Five Alternative Fuel Vehicles

The Departments of Public Works, Environmental Resources (DER) and Parks and Recreation are requesting approval to apply for incentive funds from SJVAPCD for a total of five alternative fuel vehicles in the amount of \$20,000 per vehicle. The vehicles consist of three compressed natural gas and two hybrid vehicles. Two of the compressed natural gas vehicles will go to DER and Parks and Recreation. One compressed natural gas vehicle and two hybrid vehicles will go to Public Works.

DER has worked closely with the General Services Agency Fleet Services Division to ensure that the mechanics have received proper training to maintain and repair the hybrid and alternative fuel vehicles. Public Works also maintains and operates a full heavy-duty equipment shop with properly trained mechanics that specialize in electrical and compressed natural gas vehicle repairs.

If the Board of Supervisors approves the application for these incentive funds, department staff will execute the contract with SJVAPCD. If awarded the Public Benefit Grant, the SJVAPCD requires Department staff to use these vehicles for transportation during the normal course of their duties for a minimum of three years. During this timeframe department staff must also track vehicle mileage, fuel consumption, and details regarding any major maintenance problems. Attached (Attachment A) is the Public Benefit Grant-New Alternative Fuel Vehicle Applications that will be submitted to the SJVAPCD.

POLICY ISSUES:

The recommended actions are consistent with the Board's priorities of providing A Healthy Community and A Well Planned Infrastructure System by assisting Stanislaus County in reducing emissions as a result of the use of alternative fuel vehicles.

STAFFING IMPACT:

There are no staffing impacts associated with this request.

CONTACT PERSON:

Sonya K. Harrigfeld, Director of Environmental Resources and Parks and Recreation.
Telephone: 209-525-6770.

Mel Eslinger, Public Works Manager III. Telephone: 209-525-4139.

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THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS
STATE OF CALIFORNIA

Date: February 28, 2012

No. 2012-083

On motion of Supervisor Monteith Seconded by Supervisor Chiesa
and approved by the following vote,

Ayes: Supervisors: Chiesa, Withrow, Monteith, DeMartini, and Chairman O'Brien

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

Item # *C-2

THE FOLLOWING RESOLUTION WAS ADOPTED:

RESOLUTION AUTHORIZING THE DIRECTOR OF PUBLIC WORKS ON BEHALF OF THE BOARD OF SUPERVISORS TO MAKE APPLICATION FOR AND TO SIGN CERTAIN ASSURANCES WITH RESPECT TO APPLICATIONS FOR THE PUBLIC BENEFITS GRANT

WHEREAS, The San Joaquin Valley Air Control District (SJVACD) Public Benefit Grant Program is available on a competitive basis for the purchase of alternative fuel vehicles that will have a significant impact on the air quality of the metropolitan area or region;

WHEREAS, Stanislaus County Board of Supervisors must authorize someone by resolution, as the "Authorized Individual" to make application and administer the Public Benefits Grant Program;

NOW, THEREFORE, BE IT RESOLVED that the Stanislaus County Board of Supervisors hereby authorizes the Director of Public Works to make application for, to sign required assurances, and to administer the Public Benefits Grant Program on behalf of the Board of Supervisors.

BE IT FURTHER RESOLVED that Stanislaus County agrees to abide by the statutes and regulations governing the SJVAPCD Public Benefit Grant Program.

The foregoing Resolution was passed and adopted by the Stanislaus County Board of Supervisors at a regular meeting thereof, held on the 28th day of February 2012.

ATTEST: **CHRISTINE FERRARO TALLMAN, Clerk**
Stanislaus County Board of Supervisors,
State of California



Please return all completed applications to:
 SJVAPCD Strategies and Incentives Department
 1990 East Gettysburg Avenue; Fresno, CA 93726-0244



San Joaquin Valley

AIR POLLUTION CONTROL DISTRICT

PUBLIC BENEFIT GRANT PROGRAM

New Alternative Fuel Vehicle Purchase Application

Applicant Information

1. Organization (as it appears on Form W-9): COUNTY OF STANISLAUS		
2. Tax ID: Taxpayer ID Number (TIN) [REDACTED]		
3. Address: 1716 MORGAN ROAD		
4. City: MODESTO	5. State: CA	6. ZIP Code: 95358
7. Mailing Address (if different from above):		
8. City:	9. State:	10. ZIP Code:
11. Have you applied to any other grant programs for any vehicles in this application? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes – Name of Grant Program(s): _____		

Primary Contact Information

1. First Name: MEL	2. Last Name: ESLINGER	
3. Title: MANAGER III (FLEET)	4. E-Mail: ESLINGRM@STANCOUNTY.COM	
5. Phone Number: (209) 604 - 0656	6. Alternate Contact Number: (209) 525 - 4139	7. Fax Number: (209) 541 - 2512

Contract Signing Authority

1. First Name: MATTHEW	2. Last Name: MACHADO
3. Title: DIRECTOR OF PUBLIC WORKS	

New Vehicle Activity Information

complete a separate form per vehicle type

1. Number of vehicles to be purchased: One (1)		
2. Vehicle Type (please select one):		
Electric <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Scooter <input type="checkbox"/> Bicycle <input type="checkbox"/> Other (specify): _____	Hybrid <input type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Other (specify): _____	CNG, LNG, or LPG <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input checked="" type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Other (specify): _____
3. Use within SJVAPCD boundaries: 100 %	4. Use within CA boundaries: 100 %	5. Estimated Annual Vehicle Usage (per vehicle): 7,500
6. Vehicle Vocation/Use (examples: law enforcement, emergency services, commuting, patrol, pool vehicle, etc.): MAINTENANCE AND REPAIR OF STANISLAUS COUNTY ROADS AND BRIDGES		

New Vehicle Information

1. Vehicle Make: FORD	2. Vehicle Model: F250 (CONVERTED TO CNG)	3. Vehicle Model Year: 2012
4. Vehicle GVWR: 10,000 lbs.	5. Engine Horsepower/Kilowatts: 385	
6. Fuel Type: <input type="checkbox"/> Electric <input type="checkbox"/> Hybrid <input checked="" type="checkbox"/> CNG <input type="checkbox"/> LNG <input type="checkbox"/> LPG <input type="checkbox"/> Other (specify): _____		
7. Manufacturer's estimated range per charge (electric vehicles only): NA		
8. Total Cost of each New Vehicle: \$36,322.97	9. Total Funding Requested from SJVAPCD (per vehicle): \$20,000	
10. Is there existing charging/fueling infrastructure for the proposed vehicle? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If no, please describe a plan for building infrastructure or gaining access to existing infrastructure:		
11. How do you intend to pay for the remaining balance of the project after the grant has been applied? <input checked="" type="checkbox"/> Co-funding (please name source): PUBLIC WORKS MORGAN SHOP CASH FUND BALANCE <input type="checkbox"/> Other (please specify): _____		

New Vehicle Dealer Information

1. Vehicle Dealer Name: HANSEL FORD	
2. Contact / Salesperson Name: DARRON KENDALL	3. E-mail: DKENDALL@HANSEL AUTO.COM
4. Phone Number: (707) 543 - 7346	5. Fax Number: (707) 573 - 9218



Hansel Ford

February 01, 2012

Mr. Mel Eslinger
Stanislaus County
1010 10th Street Suite 6800
Modesto, California, 95354

Re: The 2012 Ford F-250 XL

Dear Mr. Eslinger,

In regards to your request for a quote on a F250 converted to CNG here is the requested information: 2012 Ford F250 with 385 Horsepower and a GVWR of 10,000# your pricing is as follows (with a sales tax rate of 7.375%)
Sale Price \$33,820.00 + Sales Tax \$2,494.22 + CA Tire Fee 8.75 = \$36,322.97.
Please let me know if you need anything else.

Sincerely,

Darron Kendall
Director of Fleet & Commercial Sales
707-543-7346
dkendall@hanselauto.com

Hansel Ford

3075 Corby Ave Santa Rosa, California 95407
Toll Free: 800-856-5558 Phone: 707-543-7346 Fax: 707-573-9218
Home page: www.hanselford.com Email: dkendall@hanselauto.com

Prepared For:
 Mr. Mel Eslinger
 Stanislaus County
 1010 10th Street Suite 8800
 Modesto, California, 95354

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 95407
 Phone: 707-543-7346
 Toll Free: 800-956-5556



Selected Options

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Vehicle Snapshot	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel Transmission: TorqShift 6-Speed Automatic O/D Rear Axle Ratio: Electronic Locking w/3.73 GVWR: 10,000 lb Payload Package
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Code	Description	MSRP
F2A	Base Vehicle Price (F2A)	29,065.00
600A	Order Code 600A	N/C
422	California Emissions System <i>Required on units with GVWR of 14,000 lbs. or less, for California, Connecticut, Massachusetts, Maryland, Maine, New Mexico, New York, Oregon, Rhode Island and Vermont registration. Optional for Cross-Border States (Arizona, Colorado, Delaware, Idaho, Nevada, New Hampshire, New Jersey, Pennsylvania, Oklahoma, Texas, Utah, Virginia, Washington and West Virginia).</i>	N/C
996	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel <i>Torque: 405 ft.lbs. @ 4500 rpm.</i>	Included
44P	Transmission: TorqShift 6-Speed Automatic O/D <i>Includes SelectShift.</i>	Included
X3E	Electronic Locking w/3.73 Axle Ratio	390.00
STDGV	GVWR: 10,000 lb Payload Package	Included
TBK	Tires: LT245/75R17E BSW A/S (5) Tires: LT245/75R17E BSW A/S (5)	Included
64A	Wheels: 17" Argent Painted Steel <i>Includes painted hub covers/center ornaments.</i>	Included

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Selected Options Continued

Prepared For: Mr. Mel Eslinger
 Prepared By: Darron Kendall
 Dealership: Hansel Ford

Code	Description	MSRP
A	Heavy Duty Vinyl 40/20/40 Split Bench Seat <i>Includes center armrest, cupholder and storage.</i>	Included
137WB	137" Wheelbase	N/C
98F	CNG/LPG-Fuel Capable Engine <i>Includes hardened engine intake valves, valve seats and bi-fuel manifold.</i> NOTE: This package does not include CNG/LPG-fuel tanks, lines etc. Vehicle will be equipped with the standard factory gasoline fuel system. Additional equipment combined with certified calibration refresh is required, from an external upfitter, to convert the vehicle to a CNG/LPG-fueled vehicle. Ford Motor Company does not provide an exhaust or evaporative emissions certification with this option when converted to use CNG or LPG-fuel. Ford does not represent that a vehicle converted to use CNG or LPG will comply with all applicable U.S. or Canadian safety standards. It is the responsibility of the final stage manufacturer (body-builder, installer, alterer or subsequent stage manufacturer) to determine that any vehicle converted to use CNG or LPG complies with U.S. Federal, California or Canadian exhaust evaporative emissions requirements, Federal fuel economy standards, U.S. and Canadian safety standards, labeling and any other requirements.	315.00
52B	Trailer Brake Controller <i>Compatible with select electric over hydraulic brakes.</i>	230.00
PAINT	Monotone Paint Application	N/C
66S	Upfitter Switches (4) <i>Located on instrument panel.</i>	125.00
587	Radio: AM/FM Stereo w/Digital Clock <i>Includes 2-speakers.</i>	Included
942	Daytime Running Lamps (LPO)	45.00
AS	Steel	N/C
Z1	Oxford White	N/C
F250 CNG	23 GGE CNG CONVERSION	\$15,400.00
Vehicle Subtotal		\$45,570.00
Fuel Charge		\$0.00
Destination		\$995.00
Vehicle Subtotal (including Destination)		\$46,565.00

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:
Mr. Mel Eslinger
Stanislaus County
1010 10th Street Suite 6800
Modesto, California, 95354

Prepared By:
Darron Kendall
Hansel Ford
3075 Corby Ave
Santa Rosa, California, 95407
Phone: 707-543-7346
Toll Free: 800-958-6566



Quotation

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Vehicle Snapshot

Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel
Transmission: TorqShift 6-Speed Automatic O/D
Rear Axle Ratio: Electronic Locking w/3.73
GVWR: 10,000 lb Payload Package

Description	MSRP
Vehicle Price (excluding option discounts)	\$45,570.00
FDAF Assessment	0.00
Vehicle Subtotal	\$45,570.00
Option Credits	0.00
Other (Discount)Margin	(12,745.00)
Incentives	0.00
Total Other Items	(12,745.00)
Net Selling Price	\$32,825.00
Destination	995.00
Total Quote	\$33,820.00
CA Tire Fee	8.75
7.375% Sales Tax Rate	2,494.22
TOTAL	\$36,322.97

Customer Signature

Acceptance Date

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207301 11/14/2011

Prepared For:
 Mr. Mel Eslinger
 Stanislaus County
 1010 10th Street Suite 6800
 Modesto, California, 95354

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 96407
 Phone: 707-543-7348
 Toll Free: 800-956-5558



Dimensions & Capacities

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Description	Value
Dimensions and Capacities	
Output	385 hp @ 5,500 rpm
Torque	405 lb.-ft. @ 4,500 rpm
1st gear ratio	3.974
2nd gear ratio	2.318
3rd gear ratio	1.516
4th gear ratio	1.149
5th gear ratio	0.858
6th gear ratio	0.674
Reverse gear ratio	3.128
Curb weight	5,902 lbs.
GVW	10,000 lbs.
Front GAWR	3,950 lbs.
Rear GAWR	6,290 lbs.
Payload	4,290 lbs.
Front curb weight	3,351 lbs.
Rear curb weight	2,551 lbs.
Front axle	5,250 lbs.
Rear axle capacity	6,200 lbs.
Front spring rating	3,950 lbs.
Rear spring rating	6,100 lbs.
Front tire/wheel capacity	6,390 lbs.
Rear tire/wheel capacity	6,390 lbs.
Towing capacity	12,500 lbs.
5th-wheel towing capacity	12,800 lbs.
Front legroom	41.1 "
Front headroom	40.7 "
Front hiproom	67.6 "
Front shoulder room	68.0 "
Passenger area volume	65.9 cu.ft.
Length	227.6 "
Body width	79.9 "
Body height	76.6 "
Wheelbase	137.0 "
Cab to axle	56.3 "
Front tread	68.3 "

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.
 Reference CT05207201 11/14/2011

Dimensions & Capacities Continued

Prepared For: Mr. Mel Eslinger
Prepared By: Darron Kendall
Dealership: Hansel Ford

Description	Value
Dimensions and Capacities	
Rear tread	67.2 "
Turning radius	23.8 '
Fuel tank	35.0 gal.
Exterior cargo length	98.0 "
Exterior cargo minimum width	50.9 "
Exterior cargo volume	77.3 cu.ft.
Exterior cargo pickup box depth	20.0 "
Exterior cargo maximum width	69.3 "

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:

Prepared By:
Darron Kendall
Hansel Ford
3075 Corby Ave
Santa Rosa, California, 95407
Phone: 707-543-7348
Toll Free: 800-958-5558



Warranty

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Description	Months/Distance
Basic	36 month/36,000 miles
Powertrain	60 month/60,000 miles
Corrosion Perforation	60 month/unlimited mileage
Roadside Assistance	60 month/60,000 miles

Price and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT08207201 11/14/2011

2012 Ford F-250 4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel

Transmission: TorqShift 6-Speed Automatic O/D

Exterior (0 P) Oxford White

Interior (0 I) Steel



Standard Equipment

Items Featured Below are included at NO EXTRA CHARGE in the Standard Vehicle Price Shown at Right

- Triton 6.2L V-8 SOHC w/SMPI 385hp
- 6 speed automatic trans w/OD
- 4-wheel ABS
- Brake assistance
- Traction control
- Air conditioning
- AM/FM stereo
- Variable intermittent wipers
- Dual front airbags w/passenger cancel
- Driver & front passenger seat mounted side airbags
- SecuriLock Immobilizer
- Tachometer
- Reclining front 40-20-40 split-bench seats
- Class V trailering
- LT245/75R17E BSW AS S-rated tires
- Battery with run down protection
- Firm suspension
- Advance Trac w/Roll Stability Control

STANDARD VEHICLE PRICE

\$29,065.00

OPTIONAL EQUIPMENT

Order Code 600A	N/C
California Emissions System	N/C
Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel	INC
Transmission: TorqShift 6-Speed Automatic O/D	INC
Electronic Locking w/3.73 Axle Ratio	\$390.00
GVWR: 10,000 lb Payload Package	INC
Tires: LT245/75Rx17E BSW A/S (5)	INC
Wheels: 17" Argent Painted Steel	INC
Heavy Duty Vinyl 40/20/40 Split Bench Seat	INC
137" Wheelbase	STD
CNG/LPG-Fuel Capable Engine	\$315.00
Trailer Brake Controller	\$230.00
Upfitter Switches (4)	\$125.00
Radio: AM/FM Stereo w/Digital Clock	INC
Daytime Running Lamps (LPO)	\$45.00
Interior : Steel	N/C
Primary : Oxford White	N/C

CITY MPG
N/A



HIGHWAY MPG
N/A

Accessories and Incentives	\$15,400.00
SUBTOTAL	\$45,570.00
Destination	\$995.00
TOTAL	\$46,565.00

New Vehicle Activity Information

complete a separate form per vehicle type

1. Number of vehicles to be purchased: Two (2)		
2. Vehicle Type (please select one):		
Electric <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Scooter <input type="checkbox"/> Bicycle <input type="checkbox"/> Other (specify): _____	Hybrid <input checked="" type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Other (specify): _____	CNG, LNG, or LPG <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Other (specify): _____
3. Use within SJVAPCD boundaries: 100 %	4. Use within CA boundaries: 100 %	5. Estimated Annual Vehicle Usage (per vehicle): 7,000
6. Vehicle Vocation/Use (examples: law enforcement, emergency services, commuting, patrol, pool vehicle, etc.): MAINTENANCE AND REPAIR OF STANISLAUS COUNTY ROADS AND BRIDGES		

New Vehicle Information

1. Vehicle Make: TOYOTO	2. Vehicle Model: PRIUS LEVEL 1	3. Vehicle Model Year: 2012
4. Vehicle GVWR: 3,800 lbs.		5. Engine Horsepower/Kilowatts: 134
6. Fuel Type: <input type="checkbox"/> Electric <input checked="" type="checkbox"/> Hybrid <input type="checkbox"/> CNG <input type="checkbox"/> LNG <input type="checkbox"/> LPG <input type="checkbox"/> Other (specify): _____		
7. Manufacturer's estimated range per charge (electric vehicles only): 12 MILES		
8. Total Cost of each New Vehicle: \$24,088.67		9. Total Funding Requested from SJVAPCD (per vehicle): \$20,000
10. Is there existing charging/fueling infrastructure for the proposed vehicle? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If no, please describe a plan for building infrastructure or gaining access to existing infrastructure: _____		
11. How do you intend to pay for the remaining balance of the project after the grant has been applied? <input checked="" type="checkbox"/> Co-funding (please name source): PUBLIC WORKS MORGAN SHOP CASH FUND BALANCE <input type="checkbox"/> Other (please specify): _____		

New Vehicle Dealer Information

1. Vehicle Dealer Name: HANSEL FORD	
2. Contact / Salesperson Name: DARRON KENDALL	3. E-mail: DKENDALL@HANSEL AUTO.COM
4. Phone Number: (707) 543 - 7346	5. Fax Number: (707) 573 - 9218

To: Stanislaus County

02/01/2012

1010 10th Street Suite 6800

Modesto CA 95354

From: Hansel Toyota

1125 Auto Center Dr.

Petaluma CA 94952

Re: Prius Quote

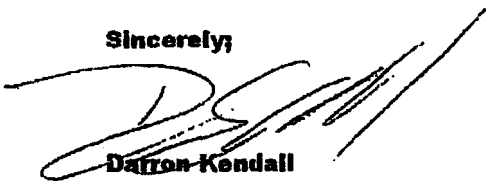
In regards to your inquiry regarding purchasing Prius(s); here is the requested information.

2012 Toyota Prius Level I with 134 Horsepower and a GVWR of 3800# and a curb weight of 3,042#.

Sales Price:	\$22,428.00
Sales Tax (7.375%)	\$ 1,653.92
CA Tire Fee	\$ 8.75
Total Due	\$24,088.67 per vehicle

Please let me know if you need any other information.

Sincerely;



Darron Kendall

Director of Fleet & Commercial Sales

707-543-7346



2012 Prius Product Information

HYBRID POWER SYSTEM	
Hybrid System Net Horsepower	134 horsepower
ENGINE	2ZR-FXE (Atkinson cycle)
Type, Materials	4-cylinder aluminum block and head, double overhead cam (DOHC) 16-valve VVT-i
Valvetrain	4-valve/cylinder with VVT-i
Displacement	1,798 cc
Bore x Stroke	3.17 x 3.48 in.
Expansion Ratio	13.0:1
Horsepower (SAE Net)	98 horsepower @ 5,200 rpm
Torque	105 lb-ft @ 4,000 rpm
Recommended Fuel	87-octane unleaded
Emission Certification	SULEV (with AT-PZEV) Tier 2 Bin 3
✓ EPA Estimated Fuel Economy* (city/highway/combined MPG)	51/48/50
MOTOR GENERATOR TWO	
Function	Drives front wheels, regeneration during braking
Type	Permanent Magnet Synchronous Motor
Max Voltage	DC650V
Electric Motor Power Output	80 hp/60 kW
Torque	153 lb.-ft.
HYBRID BATTERY PACK	
Type	Nickel-Metal Hydride
Nominal Voltage	DC201.6V (168 x 1.2V cells)
Capacity	6.5 ampere hour
Battery Peak Horsepower Rating	36 hp/27kw
System Voltage	650 volts maximum

✓ * 2012 EPA MPG estimate. Actual mileage will vary.

DRIVETRAIN	
Transmission Type	Electronically Controlled continuously Variable Transmission (ECVT)

PERFORMANCE	
• Acceleration 0-60 mph: 9.8 seconds	
• Top speed: 112 mph	

*12 miles on Battery
Before Charge*



2012 Prius Product Information

CHASSIS AND BODY		
Suspension	- Front	Independent MacPherson strut suspension with stabilizer bar
	- Rear	Torsion beam
Steering	- Type	Electric power-assisted rack-and-pinion
	- Turning circle diameter, curb to curb (ft.)	34.2 ft. (15-inch tires) 36.0 ft (17-inch tires)
Brakes	- Front	Ventilated disc (hydraulic with power assist) with standard Anti-Lock Brake (ABS) system and integrated regenerative brake system
	- Front Diameter	10.0 in. rotor
	- Rear	Solid disc (hydraulic with power assist) with standard Anti-lock Brake System (ABS)
	- Rear Diameter	10.2 in. rotor
	- Parking	Pedal brake
Anti-lock Brake System (ABS)		Standard
Wheel Size		6J x 15 in. 7J x 17 in. (available)
Wheel Type and Material		5-spoke aluminum alloy
Tire Size		P195/65 R15 P215/45 R17 (available)
Tire Type		All-season
Spare Tire/Wheel		Temporary

EXTERIOR DIMENSIONS		
Overall Length	176.4 in.	
Overall Width	68.7 in.	
Overall Height	58.7 in. (with 15-inch and 17-inch tires)	
Wheelbase	106.3 in.	
Tread Width (Front/Rear)	60.0/59.8 in. (15-inch tires)	59.6/59.4 in. (17-inch tires)
Front Overhang	36.4 in.	
Rear Overhang	33.7 in.	
Ground Clearance	5.3 in.	
Coefficient of Drag	0.25	



2012 Prius Product Information

INTERIOR DIMENSIONS

Seating Capacity	5
Headroom (Front/Rear)	38.6/37.6 in.
Legroom (Front/Rear)	42.5/36.0 in.
Shoulder Room (Front/Rear)	54.9/53.1 in.
Hip Room (Front/Rear)	52.7/51.2 in.
EPA Passenger Volume	93.7 cu. ft.
EPA Cargo Volume	21.6 cu. ft.

WEIGHTS AND CAPACITIES

Curb Weight	3,042 lbs.
Fuel Capacity	11.9 gal.

STANDARD EXTERIOR FEATURES

- 15-in. five-spoke alloy wheels with full wheel covers and P195/65R15 tires
- Color-keyed power outside mirrors with folding feature
- Daytime Running Lights (DRL) with on/off feature
- Projector-beam halogen headlamps with auto-off feature
- Rear window defogger with timer
- Rear spoiler with LED center high-mount stop lamp
- UV reduction glass windshield
- Intermittent windshield wipers

STANDARD INTERIOR FEATURES

- Tilt/telescopic steering wheel with audio, climate, Multi-Information Display and Bluetooth® hands-free phone controls
- Multi-Information Display with fuel consumption history, average fuel economy, distance to empty, average speed, trip distance, energy monitor, Hybrid System Indicator and ECO Savings Record
- Digital instrumentation with speedometer, fuel gauge, odometer, instant fuel economy, shift-position indicator and EV/ECO/POWER mode indicators
- Automatic climate control with air filter, dust and pollen filter/filtration mode, electric compressor, humidity sensor and push button controls
- Power windows with auto up/down, jam protection in all positions and retained power features
- Smart Key System on driver's door with Push Button Start and remote illuminated entry
- Fabric trimmed 6-way adjustable driver's seat with seatback pocket and adjustable headrest
- 4-way adjustable front passenger seat with adjustable headrest
- 60/40 split fold-down rear seat with adjustable headrests
- Dual sunvisors and illuminated vanity mirrors
- Power door locks with shift-linked automatic locking feature with anti-lockout feature
- Two front 12V auxiliary power outlets



2012 Prius Product Information

STANDARD AUDIO SYSTEM

- **Display Audio** — includes 6.1-in. touch-screen, AM/FM CD player with MP3/WMA playback capability, six speakers, auxiliary audio jack, USB port with iPod® connectivity and control, vehicle information with customizable settings, hands-free phone capability, phone book access and music streaming via Bluetooth® wireless technology (Prius Two only)

STANDARD SAFETY AND SECURITY

- Driver and front passenger Advanced Airbag System
- Driver and front passenger front seat-mounted side airbags, driver knee airbag and front and rear side curtain airbags
- Side-impact door beams
- Front and rear energy-absorbing crumple zones
- 3-point seatbelts for all seating positions; driver-side Emergency Locking Retractor (ELR) and Automatic/Emergency Locking Retractor (ALR/ELR) on all passenger seatbelts
- Star Safety System™ - includes Enhanced Vehicle Stability Control (VSC), Traction Control (TRAC), Anti-lock Brake System (ABS) with Electronic Brake-force Distribution (EBD), Brake Assist (BA), and Smart Stop Technology (SST).
- Driver and front passenger active headrests
- Child protector rear door locks
- Adjustable front seatbelt shoulder anchors, driver and front passenger seatbelt pretensioners and force limiters
- Engine immobilizer
- Vehicle Proximity Notification System (VPNS)

FACTORY OPTIONS

- **Solar Roof Package (available in Prius Three) –**
 - Power tilt/slide moonroof with Solar Powered Ventilation System and Remote Air Conditioning System with sliding sunshade
- **Solar Roof Package (available in Prius Four) –**
 - Power tilt/slide moonroof with Solar Powered Ventilation System and Remote Air Conditioning System with sliding sunshade
 - Premium HDD Navigation with Entune™ and JBL® — includes 7-in. touch-screen with split-screen capability and integrated backup camera display, AM/FM CD player with MP3/WMA playback capability, eight JBL® GreenEdge™ speakers with amplifier, SiriusXM™ Satellite Radio (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod® connectivity and control, vehicle information with customizable settings, hands-free phone capability, phone book access, advanced voice recognition, text-to-speech with programmed and customizable text responses, and music streaming via Bluetooth® wireless technology. Entune™ — includes Bing™, iHeartRadio, MovieTickets.com, OpenTable® and Pandora®; XM Data Services, including NavTraffic™, NavWeather™, Fuel, and Sports & Stocks. Access to Entune™ services is complimentary for three years. See toyota.com/entune for details.
 - Head-up Display (HUD)
 - Safety Connect® —™ includes Emergency Assistance, Stolen Vehicle Locator, Roadside Assistance and Automatic Collision Notification. Available by subscription. (Complimentary one-year trial subscription).

FACTORY OPTIONS ONLY

- **Advance Technology Package (available in Prius Five) –**
 - Dynamic Radar Cruise Control (DRCC), Pre-Collision System (PCS), Lane Keep Assist (LKA) and Head-up Display (HUD)
 - Premium HDD Navigation with Entune™ and JBL® — includes 7-in. touch-screen with split-screen capability and integrated backup camera display, AM/FM CD player with MP3/WMA playback capability, eight JBL® GreenEdge™ speakers with amplifier, SiriusXM™ Satellite Radio (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod® connectivity and control, vehicle information with customizable settings, hands-free phone capability, phone book access, advanced voice recognition, text-to-speech with programmed and customizable text responses, and music streaming via Bluetooth® wireless technology. Entune™ — includes Bing™, iHeartRadio, MovieTickets.com, OpenTable® and Pandora®; XM Data Services, including NavTraffic™, NavWeather™, Fuel, and Sports & Stocks. Access to Entune™ services is complimentary for three years. See toyota.com/entune for details.
 - Safety Connect® —™ Includes Emergency Assistance, Stolen Vehicle Locator, Roadside Assistance and Automatic Collision Notification. Available by subscription. (Complimentary one-year trial subscription).

PRIUS BUILDS

- Prius Two – standard equipment
- Prius Three – Prius Two equipment plus:
 - Smart Key System on three doors
 - Display Audio with Navigation and Entune™ — includes 6.1-in. touch-screen with integrated backup camera display, AM/FM CD player with MP3/WMA playback capability, six speakers, SiriusXM™ Satellite Radio (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod® connectivity and control, vehicle information with customizable settings, hands-free phone capability, phone book access, advanced voice recognition, text-to-speech voice with programmed and customizable text responses, and music streaming via Bluetooth® wireless technology. Entune™ — includes Bing™ and Pandora®; real-time info, including traffic, weather, fuel prices, sports and stocks. Apps available spring 2012 at no charge include iHeartRadio, MovieTickets.com and OpenTable®. Access to Entune™ services is complimentary for three years. See toyota.com/entune for details.
 - Steering wheel-mounted voice-command controls.
- Prius Four – Prius Three equipment plus:
 - Display Audio with Navigation and Entune™ and JBL® — includes 6.1-in. touch-screen with integrated backup camera display, AM/FM CD player with MP3/WMA playback capability, eight JBL® GreenEdge™ speakers with amplifier, SiriusXM™ Satellite Radio (includes 90-day trial subscription to XM Select Package), HD Radio™ with iTunes® Tagging, auxiliary audio jack, USB port with iPod® connectivity and control, vehicle information with customizable settings, hands-free phone capability, phone book access, advanced voice recognition, text-to-speech voice with programmed and customizable text responses, and music streaming via Bluetooth® wireless technology. Entune™ — includes Bing™ and Pandora®; real-time info, including traffic, weather, fuel prices, sports and stocks. Apps available spring 2012 at no charge include iHeartRadio, MovieTickets.com and OpenTable®. Access to Entune™ services is complimentary for three years. See toyota.com/entune for details.
 - SofTex-trimmed heated front seats with seatback pockets; 8-way power adjustable driver's seat with power lumbar support; four-way adjustable front passenger seat
 - Auto-dimming rearview mirror with HomeLink® universal transceiver
 - Projector-beam halogen headlamps with auto-on/off feature



PRIVUS PLUS EQUIPMENT

- Prius Five – Prius Four equipment plus:
 - 17-in. 10-spoke alloy wheels with P215/45R17 tires
 - LED headlamps with auto level control, auto-on/off feature and headlamp cleaners
 - Integrated fog lamps

AVAILABLE EXTERIOR COLORS

- Blizzard Pearl
- Sea Glass Pearl
- Nautical Blue Metallic
- Winter Gray Metallic
- Classic Silver Metallic
- Barcelona Red Metallic
- Black

BASIC LIMITED WARRANTY COVERAGE

- 3-year/36,000-mile Comprehensive
- 5-year/60,000-mile Powertrain
- 5-year/unlimited-mileage Corrosion Perforation
- 8-year/100,000-mile Hybrid-related Component Coverage
- 15-year/150,000-mile Hybrid-related Component Coverage (applicable states are: CA, MA, NY, NJ, VT, CT, ME, NM and RI) with the exception of the hybrid battery. The hybrid battery is warranted for 10 years/150,000 miles.

New Vehicle Activity Information

complete a separate form per vehicle type

1. Number of vehicles to be purchased: One (1)		
2. Vehicle Type (please select one):		
Electric <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Scooter <input type="checkbox"/> Bicycle <input type="checkbox"/> Other (specify): _____	Hybrid <input type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Other (specify): _____	CNG, LNG, or LPG <input type="checkbox"/> Light-light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input checked="" type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Other (specify): _____
3. Use within SJVAPCD boundaries: 75 _____ %	4. Use within CA boundaries: 100 _____ %	5. Estimated Annual Vehicle Usage (per vehicle): 20,000
6. Vehicle Vocation/Use (examples: law enforcement, emergency services, commuting, patrol, pool vehicle, etc.): Used for Environmental Resources and Parks and Recreation Programs		

New Vehicle Information

1. Vehicle Make: Ford	2. Vehicle Model: F-350 6.2L V8 (converted to CNG)	3. Vehicle Model Year: 2012
4. Vehicle GVWR: 13,300 _____ lbs.	5. Engine Horsepower/Kilowatts: 316 HP	
6. Fuel Type: <input type="checkbox"/> Electric <input type="checkbox"/> Hybrid <input checked="" type="checkbox"/> CNG <input type="checkbox"/> LNG <input type="checkbox"/> LPG <input type="checkbox"/> Other (specify): _____		
7. Manufacturer's estimated range per charge (electric vehicles only):		
8. Total Cost of each New Vehicle: \$50,828.59	9. Total Funding Requested from SJVAPCD (per vehicle): \$20,000, per vehicle	
10. Is there existing charging/fueling infrastructure for the proposed vehicle? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If no, please describe a plan for building infrastructure or gaining access to existing infrastructure: _____		
11. How do you intend to pay for the remaining balance of the project after the grant has been applied? <input checked="" type="checkbox"/> Co-funding (please name source): Department's budget. <input type="checkbox"/> Other (please specify): _____		

New Vehicle Dealer Information

1. Vehicle Dealer Name: Hansel Auto Group		
2. Contact / Salesperson Name: Darron Kendall	3. E-mail: dkendall@hanselauto.com	
4. Phone Number: (707) 543 - 7346 (office)	5. Fax Number: (707) 573- - 9218	



Hansel Ford

February 02, 2012

Mr. Steve Demass
Sanislaus County
1010 10th Street Suite 6800
Modesto, California, 95354
Phone: 209-558-3659

Re: The 2012 Ford F-350 XL

Dear Mr. Demass,

In regards to your request for a quotation for a 2012 Ford F350 6.2L V8 converted to CNG with 316 HP and a GVWR of 13,300# your quote is as follows: Sale Price \$47,326.04 + \$3,490.30 sales tax @ 7.375% + 12.25 CA Tire fee for a total cost of \$50,828.59 per unit. Please see the attached quote for more complete details.

Sincerely,

Darron Kendall
Director of Fleet & Commercial Sales
707-543-7346
dkendall@hanselauto.com

Hansel Ford
3075 Corby Ave Santa Rosa, California 95407
Toll Free: 800-956-5556 Phone: 707-543-7346 Fax: 707-573-9218
Home page: www.hanselford.com Email: dkendall@hanselauto.com

Prepared For:
 Mr. Steve Demass
 Sanislaus County
 1010 10th Street Suite 6800
 Modesto, California, 95354
 Phone: 209-558-3859

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 95407
 Phone: 707-543-7348
 Toll Free: 800-956-5556



Selected Options

2012 Ford F-350

4x4 SD Crew Cab 8' box 172" WB DRW XL (W3D)

Vehicle Snapshot

Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel
 Transmission: TorqShift 6-Speed Automatic w/OD
 Rear Axle Ratio: Limited Slip w/4.30
 GVWR: 13,300 lb Payload Package

Code	Description	MSRP
W3D	Base Vehicle Price (W3D)	37,915.00
620A	Order Code 620A	N/C
425	50 State Emissions	N/C
996	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel <i>Torque: 397 ft.lbs. @ 4179 rpm.</i>	Included
44P	Transmission: TorqShift 6-Speed Automatic w/OD <i>Includes SelectShift, range select and low haul feature.</i>	Included
X4L	Limited Slip w/4.30 Axle Ratio	350.00
STDGV	GVWR: 13,300 lb Payload Package	Included
TBM	Tires: LT245/75Rx17E BSW A/T (5)	150.00
64K	Wheels: 17" Argent Painted Steel <i>Hub covers/center ornaments not included.</i>	Included
A	HD Vinyl 40/20/40 Split Bench Seat <i>Includes center armrest, cupholder and storage.</i>	Included

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CTD5207201 11/14/2011

Selected Options Continued

Prepared For: Mr. Steve Demass
 Prepared By: Darron Kendall
 Dealership: Hansel Ford

Code	Description	MSRP
172WB	172" Wheelbase	N/C
90L	Power Equipment Group <i>Accessory Delay; Power Locks; Remote Keyless Entry; Perimeter Anti-Theft Alarm; Power Front & Rear Side Windows : Includes driver's side only 1-touch down window.; Manual Telescoping Trailer-Tow Mirrors : Includes power heated glass, heated convex spotter mirror and integrated clearance lamp/turn signals. Deletes passenger side lock cylinder. Includes upgraded door-trim panel.</i>	1,105.00
98F	CNG/LPG-Fuel Capable Engine <i>Includes hardened engine intake valves, valve seats and bi-fuel manifold. NOTE: This package does not include CNG/LPG-fuel tanks, lines etc. Vehicle will be equipped with the standard factory gasoline fuel system. Additional equipment combined with certified calibration reflash is required, from an external upfitter, to convert the vehicle to a CNG/LPG-fueled vehicle. Ford Motor Company does not provide an exhaust or evaporative emissions certification with this option when converted to use CNG or LPG-fuel. Ford does not represent that a vehicle converted to use CNG or LPG will comply with all applicable U.S. or Canadian safety standards. It is the responsibility of the final stage manufacturer (body-builder, installer, alterer or subsequent stage manufacturer) to determine that any vehicle converted to use CNG or LPG complies with U.S. Federal, California or Canadian exhaust and evaporative emissions requirements, Federal fuel economy standards, U.S. and Canadian safety standards, labeling and any other requirements.</i>	315.00
41P	Transfer Case & Fuel Tank Skid Plates	100.00
85S	Tough Bed Spray-In Bedliner <i>Includes tailgate guard, black box bed tie down hooks and black bed attachment bolts.</i>	450.00
PAINT	Monotone Paint Application	N/C
587	Radio: AM/FM Stereo w/Digital Clock <i>Includes 2 speakers.</i>	Included
AS	Steel	N/C
Z1	Oxford White	N/C
F350 CNG	23 GGE CONVERSION TO DEDICATED CNG	\$15,900.00
Ext Range Tank	Extended Range Tank for F250 / F350 <i>To add a total of 29 GGE to F250 or F350. Tank mounted in bed.</i>	\$2,500.00
W3D GPC	GPC For F350 Crew Cab 4*4	\$0.00
Vehicle Subtotal		\$58,785.00
Fuel Charge		\$0.00
Destination		\$995.00
Vehicle Subtotal (Including Destination)		\$59,780.00

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:
Mr. Steve Demass
Sanislaus County
1010 10th Street Suite 6800
Modesto, California, 95354
Phone: 209-558-3659

Prepared By:
Darron Kendall
Hansel Ford
3075 Corby Ave
Santa Rosa, California, 95407
Phone: 707-543-7346
Toll Free: 800-956-5556



Quotation

2012 Ford F-350

4x4 SD Crew Cab 8' box 172" WB DRW XL (W3D)

Vehicle Snapshot
Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel
Transmission: TorqShift 6-Speed Automatic w/OD
Rear Axle Ratio: Limited Slip w/4.30
GVWR: 13,300 lb Payload Package

Description	MSRP
Vehicle Price (excluding option discounts)	\$58,785.00
Vehicle Subtotal	\$58,785.00
Option Credits	0.00
Other (Discount)Margin	(12,453.96)
Incentives	0.00
Total Other Items	(12,453.96)
Net Selling Price	\$46,331.04
Destination	995.00
Total Quote	\$47,326.04
CA Tire Fee	12.25
7.375% Sales Tax Rate	3,490.30
TOTAL	\$50,828.59

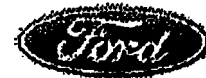
Customer Signature

Acceptance Date

Prices and content available as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:
 Mr. Steve Demass
 San Joaquin County
 1010 10th Street Suite 8800
 Modesto, California, 95354
 Phone: 209-558-3659

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 95407
 Phone: 707-543-7346
 Toll Free: 800-956-5556



Dimensions & Capacities

2012 Ford F-350

4x4 SD Crew Cab 8' box 172" WB DRW XL (W3D)
 Value

Description

Dimensions and Capacities

Output	316 hp @ 4,179 rpm
Torque	397 lb.-ft. @ 4,179 rpm
1st gear ratio	3.974
2nd gear ratio	2.318
3rd gear ratio	1.516
4th gear ratio	1.149
5th gear ratio	0.858
6th gear ratio	0.674
Reverse gear ratio	3.128
Curb weight	7,560 lbs.
GVW	13,300 lbs.
Front GAWR	5,200 lbs.
Rear GAWR	9,000 lbs.
Payload	5,990 lbs.
Front curb weight	4,174 lbs.
Rear curb weight	3,386 lbs.
Front axle	6,000 lbs.
Rear axle capacity	9,650 lbs.
Front spring rating	5,200 lbs.
Rear spring rating	9,000 lbs.
Front tire/wheel capacity	5,820 lbs.
Rear tire/wheel capacity	11,640 lbs.
Towing capacity	14,900 lbs.
5th-wheel towing capacity	14,700 lbs.
Front legroom	41.1 "
Rear legroom	42.1 "
Front headroom	40.7 "
Rear headroom	40.8 "
Front hiproom	67.6 "
Rear hiproom	67.6 "
Front shoulder room	68.0 "
Rear shoulder room	68.0 "
Passenger area volume	133.5 cu.ft.
Length	263.0 "
Body width	96.0 "

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Dimensions & Capacities Continued

Prepared For: Mr. Steve Demass
Prepared By: Darron Kendall
Dealership: Hansel Ford

Description	Value
Dimensions and Capacities	
Body height	79.9 "
Wheelbase	172.0 "
Cab to axle	56.4 "
Front tread	68.3 "
Rear tread	74.7 "
Turning radius	28.3 '
Fuel tank	35.0 gal.
Exterior cargo length	98.0 "
Exterior cargo minimum width	50.9 "
Exterior cargo volume	77.3 cu.ft.
Exterior cargo pickup box depth	20.0 "
Exterior cargo maximum width	69.3 "
Interior cargo volume	58.6 cu.ft.
Interior maximum cargo volume	58.6 cu.ft.

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:
Mr. Steve Demass
Sanislaus County
1010 10th Street Suite 6800
Modesto, California, 95354
Phone: 209-558-3659

Prepared By:
Darron Kendall
Hansel Ford
3075 Corby Ave
Santa Rosa, California, 95407
Phone: 707-543-7348
Toll Free: 800-958-5556



Warranty

2012 Ford F-350

4x4 SD Crew Cab 8' box 172" WB DRW XL (W3D)

Description	Months/Distance
Basic	36 month/36,000 miles
Powertrain	60 month/60,000 miles
Corrosion Perforation	60 month/unlimited mileage
Roadside Assistance	60 month/60,000 miles

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

New Vehicle Activity Information

complete a separate form per vehicle type

1. Number of vehicles to be purchased: <u>One (1)</u>		
2. Vehicle Type (please select one):		
Electric <input type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Scooter <input type="checkbox"/> Bicycle <input type="checkbox"/> Other (specify): _____	Hybrid <input type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Other (specify): _____	CNG, LNG, or LPG <input type="checkbox"/> Light-Light Duty Vehicle (GVWR ≤ 8,500 lbs.) <input checked="" type="checkbox"/> Light-Medium Duty Vehicle (GVWR 8,501 – 14,000 lbs.) <input type="checkbox"/> Transport/Utility Cart <input type="checkbox"/> Other (specify): _____
3. Use within SJVAPCD boundaries: <u>75</u> %	4. Use within CA boundaries: <u>100</u> %	5. Estimated Annual Vehicle Usage (per vehicle): <u>20,000</u>
6. Vehicle Vocation/Use (examples: law enforcement, emergency services, commuting, patrol, pool vehicle, etc.): <u>Used for Environmental Resources and Parks and Recreation Programs</u>		

New Vehicle Information

1. Vehicle Make: <u>Ford</u>	2. Vehicle Model: <u>F-250 (converted to CNG)</u>	3. Vehicle Model Year: <u>2012</u>
4. Vehicle GVWR: <u>10,000</u> lbs.	5. Engine Horsepower/Kilowatts: <u>385</u>	
6. Fuel Type: <input type="checkbox"/> Electric <input type="checkbox"/> Hybrid <input checked="" type="checkbox"/> CNG <input type="checkbox"/> LNG <input type="checkbox"/> LPG <input type="checkbox"/> Other (specify): _____		
7. Manufacturer's estimated range per charge (electric vehicles only):		
8. Total Cost of each New Vehicle: <u>\$36,322.97</u>	9. Total Funding Requested from SJVAPCD (per vehicle): <u>\$20,000, per vehicle</u>	
10. Is there existing charging/fueling infrastructure for the proposed vehicle? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If no, please describe a plan for building infrastructure or gaining access to existing infrastructure: _____		
11. How do you intend to pay for the remaining balance of the project after the grant has been applied? <input checked="" type="checkbox"/> Co-funding (please name source): <u>Department's budget.</u> <input type="checkbox"/> Other (please specify): _____		

New Vehicle Dealer Information

1. Vehicle Dealer Name: <u>Hansel Auto Group</u>		
2. Contact / Salesperson Name: <u>Darron Kendall</u>	3. E-mail: <u>dkendall@hanselauto.com</u>	
4. Phone Number: <u>(707) 543 - 7346 (office)</u>	5. Fax Number: <u>(707) 573- - 9218</u>	



Hansel Ford

February 03, 2012

Ms. Lillie Farriester
Stanislaus County Environmental Resources
3800 Cornucopia Way Suite C
Modesto
CA, California, 95358
Phone: 209-525-6781

Re: The 2012 Ford F-250 XL

Dear Ms. Farriester,

In regards to your request for a quote on a F250 converted to CNG here is the requested information: 2012 Ford F250 with 385 Horsepower and a GVWR of 10,000# your pricing is as follows (with a sales tax rate of 7.375%)
Sale Price \$33,820.00 + Sales Tax \$2,494.22 + CA Tire Fee 8.75 = \$36,322.97.
Please let me know if you need anything else.

Sincerely,

Darron Kendall
Director of Fleet & Commercial Sales
707-543-7346
dkendall@hanselauto.com

Prepared For:
 Ms. Lillie Farriester
 Stanislaus County Environmental
 Resources
 3800 Cornucopia Way Suite C
 Modesto
 CA, California, 95358

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 95407
 Phone: 707-543-7346
 Toll Free: 800-956-5556



Selected Options

2012 Ford F-250

4x2 3D Regular Cab 8' box 137" WB SRW XL (F2A)

Vehicle Snapshot	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel Transmission: TorqShift 6-Speed Automatic O/D Rear Axle Ratio: Electronic Locking w/3.73 GVWR: 10,000 lb Payload Package
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Code	Description	MSRP
F2A	Base Vehicle Price (F2A)	29,065.00
600A	Order Code 600A	N/C
422	California Emissions System <i>Required on units with GVWR of 14,000 lbs. or less, for California, Connecticut, Massachusetts, Maryland, Maine, New Mexico, New York, Oregon, Rhode Island and Vermont registration. Optional for Cross-Border States (Arizona, Colorado, Delaware, Idaho, Nevada, New Hampshire, New Jersey, Pennsylvania, Oklahoma, Texas, Utah, Virginia, Washington and West Virginia).</i>	N/C
996	Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel <i>Torque: 405 ft.lbs. @ 4500 rpm.</i>	Included
44P	Transmission: TorqShift 6-Speed Automatic O/D <i>Includes SelectShift.</i>	Included
X3E	Electronic Locking w/3.73 Axle Ratio	390.00
STDGV	GVWR: 10,000 lb Payload Package	Included
TBK	Tires: LT245/75Rx17E BSW A/S (5)	Included
64A	Wheels: 17" Argent Painted Steel <i>Includes painted hub covers/center ornaments.</i>	Included

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT09207201 11/14/2011

Selected Options Continued

Prepared For: Ms. Lillie Farriester
 Prepared By: Darron Kendall
 Dealership: Hansel Ford

Code	Description	MSRP
A	Heavy Duty Vinyl 40/20/40 Split Bench Seat <i>Includes center armrest, cupholder and storage.</i>	Included
137WB	137" Wheelbase	N/C
98F	CNG/LPG-Fuel Capable Engine <i>Includes hardened engine intake valves, valve seats and bi-fuel manifold. NOTE: This package does not include CNG/LPG-fuel tanks, lines etc. Vehicle will be equipped with the standard factory gasoline fuel system. Additional equipment combined with certified calibration reflash is required, from an external upfitter, to convert the vehicle to a CNG/LPG-fueled vehicle. Ford Motor Company does not provide an exhaust or evaporative emissions certification with this option when converted to use CNG or LPG-fuel. Ford does not represent that a vehicle converted to use CNG or LPG will comply with all applicable U.S. or Canadian safety standards. It is the responsibility of the final stage manufacturer (body-builder, installer, alterer or subsequent stage manufacturer) to determine that any vehicle converted to use CNG or LPG complies with U.S. Federal, California or Canadian exhaust evaporative emissions requirements, Federal fuel economy standards, U.S. and Canadian safety standards, labeling and any other requirements.</i>	315.00
52B	Trailer Brake Controller <i>Compatible with select electric over hydraulic brakes.</i>	230.00
PAINT	Monotone Paint Application	N/C
66S	Upfitter Switches (4) <i>Located on instrument panel.</i>	125.00
587	Radio: AM/FM Stereo w/Digital Clock <i>Includes 2-speakers.</i>	Included
942	Daytime Running Lamps (LPO)	45.00
AS	Steel	N/C
Z1	Oxford White	N/C
F250 CNG	23 GGE CNG CONVERSION	\$15,400.00
Vehicle Subtotal		\$45,570.00
Fuel Charge		\$0.00
Destination		\$995.00
Vehicle Subtotal (including Destination)		\$46,565.00

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Prepared For:
 Ms. Lillie Fariester
 Stanislaus County Environmental
 Resources
 3800 Cornucopia Way Suite C
 Modesto
 CA, California, 95358

Prepared By:
 Darron Kendall
 Hansel Ford
 3075 Corby Ave
 Santa Rosa, California, 95407
 Phone: 707-543-7348
 Toll Free: 800-956-5556



Quotation

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Vehicle Snapshot
Engine: 6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel
Transmission: TorqShift 6-Speed Automatic O/D
Rear Axle Ratio: Electronic Locking w/3.73
GVWR: 10,000 lb Payload Package

Description	MSRP
Vehicle Price (excluding option discounts)	\$45,570.00
FDAF Assessment	0.00
Vehicle Subtotal	\$45,570.00
Option Credits	0.00
Other (Discount)Margin	(12,745.00)
Incentives	0.00
Total Other Items	(12,745.00)
Net Selling Price	\$32,825.00
Destination	995.00
Total Quote	\$33,820.00
CA Tire Fee	8.75
7.375% Sales Tax Rate	2,494.22
TOTAL	\$36,322.97

 Customer Signature

 Acceptance Date

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Dimensions & Capacities

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Description	Value
Dimensions and Capacities	
Output	385 hp @ 5,500 rpm
Torque	405 lb.-ft. @ 4,500 rpm
1st gear ratio	3.974
2nd gear ratio	2.318
3rd gear ratio	1.516
4th gear ratio	1.149
5th gear ratio	0.858
6th gear ratio	0.674
Reverse gear ratio	3.128
Curb weight	5,902 lbs.
GVW	10,000 lbs.
Front GAWR	3,950 lbs.
Rear GAWR	6,290 lbs.
Payload	4,290 lbs.
Front curb weight	3,351 lbs.
Rear curb weight	2,551 lbs.
Front axle	5,250 lbs.
Rear axle capacity	6,200 lbs.
Front spring rating	3,950 lbs.
Rear spring rating	6,100 lbs.
Front tire/wheel capacity	6,390 lbs.
Rear tire/wheel capacity	6,390 lbs.
Towing capacity	12,500 lbs.
5th-wheel towing capacity	12,800 lbs.
Front legroom	41.1 "
Front headroom	40.7 "
Front hiproom	67.6 "
Front shoulder room	68.0 "
Passenger area volume	65.9 cu.ft.
Length	227.6 "
Body width	79.9 "
Body height	76.6 "
Wheelbase	137.0 "
Cab to axle	56.3 "
Front tread	68.3 "

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Dimensions & Capacities Continued

Prepared For: Ms. Lillie Farriester
Prepared By: Darron Kendall
Dealership: Hansel Ford

Description	Value
Dimensions and Capacities	
Rear tread	67.2 "
Turning radius	23.8 '
Fuel tank	35.0 gal.
Exterior cargo length	98.0 "
Exterior cargo minimum width	50.9 "
Exterior cargo volume	77.3 cu.ft.
Exterior cargo pickup box depth	20.0 "
Exterior cargo maximum width	69.3 "

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT05207201 11/14/2011

Prepared For:

Prepared By:

Darron Kendall
Hansel Ford
3075 Corby Ave
Santa Rosa, California, 95407
Phone: 707-543-7348
Toll Free: 800-958-5558



Warranty

2012 Ford F-250

4x2 SD Regular Cab 8' box 137" WB SRW XL (F2A)

Description	Months/Distance
Basic	36 month/36,000 miles
Powertrain	60 month/60,000 miles
Corrosion Perforation	60 month/unlimited mileage
Roadside Assistance	60 month/60,000 miles

Prices and content availability as shown, are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information. Reference CT06207201 11/14/2011

Olivia Tanner - FW: Cover Letter

From: "LILLIE FARRIESTER" <LFARRIESTER@envres.org>
To: "Olivia Tanner" <tannero@stancounty.com>
Date: 2/6/2012 8:31 AM
Subject: FW: Cover Letter

As promised, here's the e-mail from Darron Kendall verifying the 3 Year 36,000 mile comprehensive warranty from the manufacturer. The CNG conversion is covered through the CNG company.

Lillie L. Fariester

Stanislaus County Environmental Resources & Parks and Recreation
3800 Cornucopia Way, Suite C
Modesto, CA 95358-9492
(209) 525-6781 • Fax (209) 525-6773

 Please consider the environment before printing this email.

From: Darron Kendall [mailto:dkendall@hanselauto.com]
Sent: Friday, February 03, 2012 8:50 AM
To: LILLIE FARRIESTER
Subject: RE: Cover Letter

Lillie;

Yes they are all covered with a 3 Year 36,000 mile comprehensive warranty from the manufacturer (CNG conversion is covered through the CNG company). Let me know if you have any other questions.

Darron

From: LILLIE FARRIESTER [mailto:LFARRIESTER@envres.org]
Sent: Friday, February 03, 2012 8:48 AM
To: Darron Kendall
Subject: RE: Cover Letter

This includes the same warranty that I received from Mel, right?

Lillie L. Fariester

Stanislaus County Environmental Resources & Parks and Recreation
3800 Cornucopia Way, Suite C
Modesto, CA 95358-9492
(209) 525-6781 • Fax (209) 525-6773

 Please consider the environment before printing this email.

From: Darron Kendall [mailto:dkendall@hanselauto.com]
Sent: Friday, February 03, 2012 8:22 AM
To: LILLIE FARRIESTER
Subject: RE: Cover Letter

Lillie;

Sorry about the mistakes. Here is the updated quote. Let me know if you see any other issues.
Darron

From: LILLIE FARRIESTER [<mailto:L.FARRIESTER@envres.org>]
Sent: Friday, February 03, 2012 7:34 AM
To: Darron Kendall
Subject: RE: Cover Letter

Good morning Darron! Can you please change the address on the cover letter to the address below? Our address is 3800 Cornucopia Way, Suite C, Modesto, CA 95358-9492.

Thanks bunches,

Lillie L. Fariester

Stanislaus County Environmental Resources & Parks and Recreation
3800 Cornucopia Way, Suite C
Modesto, CA 95358-9492
(209) 525-6781 • Fax (209) 525-6773

 Please consider the environment before printing this email.

From: Darron Kendall [<mailto:dkendall@hanselauto.com>]
Sent: Thursday, February 02, 2012 4:15 PM
To: LILLIE FARRIESTER
Subject: Cover Letter

Lillie;

It looks like I forgot to send the cover letter with the packet so here it is.

Darron Kendall
Director of Fleet & Commercial Sales
Hansel Auto Group
3075 Corby Ave.
Santa Rosa CA 95407
(707) 543-7346 (office)
(707) 396-6482 (cell)
(707) 573-9218 (fax)
dkendall@hanselauto.com

Signature Form

Signing Authority to *initial and sign in blue ink*

Certifications

I have read the Eligibility Criteria and Application Guidelines and agree to **ALL** the following terms and conditions by **initialing each of the following sections:**

Initial _____ The new vehicle will be based within the geographic area of the SJVAPCD and seventy-five percent (75%) or more of the vehicle miles traveled or fuel consumption will be within the boundaries of the SJVAPCD, for at least three (3) years from the date the vehicle is placed into service.

Initial _____ The new vehicle will be used by cities, counties, special districts (i.e. water districts, irrigation districts, etc.) and public educational institutions (i.e. school districts, community colleges, state universities, etc.) located within geographic area of the SJVAPCD.

Initial _____ The vehicle is a new OEM electric, hybrid, or alternative fuel vehicle.

Initial _____ Fueling or charging infrastructure for the new vehicle(s) is readily accessible.

Initial _____ Any funding received including that from other sources combined with this grant will not exceed the full cost of the new vehicle(s).

Initial _____ Organization has disclosed any additional funding sources, or other financial incentive(s) and funding amounts to be used towards this project.

Initial _____ Project match funding is reasonably available to complete the project according to the proposed timeframe.

Initial _____ Organization will not purchase or take delivery of the new vehicle(s) until receiving an executed Contract with the SJVAPCD.

Initial _____ SJVAPCD maintains the right to inspect the new vehicle at any time during the contract period.

I hereby certify that all information provided in this application and any attachments are true and correct to the best of my knowledge.

Signing Authority Signature

Date

Application Packet Checklist

When submitting a project for consideration, submit a **complete** application packet. An incomplete application packet will lengthen the application processing time and delay possible incentive funding. A complete application packet includes the following items:

- Completed Application (Pages 1 and 2), no required fields blank.**
- Completed Signature Form (Page 3), signed in blue ink.**
- First page of IRS Form W-9.**
- Dated and itemized dealer quote for the new vehicle.**
 - **The quote must provide a breakdown of the total cost of the new vehicle and warranty (if not included in the purchase price), and include specific vehicle and engine information such as make, model, model year, engine horse power or watts, and vehicle GVWR.**
- Resolution from the Organization's governing body (i.e. City Council or County Board of Supervisors), or a duly authorized official with authority to make financial decisions, authorizing the submittal of the application and identifying the individual authorized to implement the new vehicle project.**

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Name (as shown on your income tax return)

Business name/disregarded entity name, if different from above
County of Stanislaus

Check appropriate box for federal tax classification:
 Individual/sole proprietor C Corporation S Corporation Partnership Trust/estate
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____
 Other (see instructions) ▶ **Government**

Address (number, street, and apt. or suite no.)
1716 Morgan Road

City, state, and ZIP code
Modesto, CA 95358

List account number(s) here (optional)

Requester's name and address (optional)

Print or type
See Specific instructions on page 2.

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I Instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number	

Employer identification number	

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the Instructions on page 4.

Sign Here Signature of U.S. person ▶ *Marie Hough* Date ▶ **1-25-2012**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.