## NORTH CAROLINA SHERIFFS’ ASSOCIATION

<table>
<thead>
<tr>
<th>Name of Dealership</th>
<th>Type of Vehicle</th>
<th>Zone</th>
<th>Base Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asheville Ford Lincoln LLC</td>
<td>2018 Ford Explorer (K8B)</td>
<td>★Appalachia</td>
<td>$27,134.22</td>
</tr>
<tr>
<td>Asheville Ford Lincoln LLC</td>
<td>2018 Ford Explorer (K8B)</td>
<td>★Dogwood</td>
<td>$27,194.67</td>
</tr>
<tr>
<td>Asheville Ford Lincoln LLC</td>
<td>2018 Ford Explorer (K8B)</td>
<td>★Cardinal</td>
<td>$27,194.67</td>
</tr>
<tr>
<td>Asheville Ford Lincoln LLC</td>
<td>2018 Ford Explorer (K8B)</td>
<td>★Longleaf Pine</td>
<td>$27,268.23</td>
</tr>
</tbody>
</table>
2018 Ford Explorer (K8B)

ALL ITEMS FACTORY INSTALLED UNLESS OTHERWISE INDICATED

INSTRUCTIONS: Listed above, you will find the model numbers of the vehicles that will be included in this year’s contract.

1. ENGINE:
   a. Manufacturer's standard gasoline engine, alternator, battery and cooling package.

2. TRANSMISSION/TRANSAXLE:
   a. Manufacturer's standard automatic transmission/transaxle.

3. PERFORMANCE ITEMS:
   a. Manufacturer's standard power steering.
   b. Manufacturer's standard gauges.

4. COMFORT ITEMS:
   a. Manufacturer's standard air conditioning with 134A system.
   b. Manufacturer's standard tinted glass all around.
   c. Manufacturer's standard AM/FM stereo.
   d. Power windows, power door locks, cruise control and tilt steering wheel.
   e. Manufacturer's standard floor covering.
   f. Manufacturer's standard production seats. Purchaser will select color at time of order.
   g. Keys: two (2) per vehicle, single key locking system, (each vehicle keyed differently).

5. SAFETY ITEMS:
   a. Dual outside mirrors and inside rearview mirror.
   b. Interior dome lights with left and right door activated switches.
   c. Manufacturer's standard air bags.
   d. Back-up Camera

6. BRAKES:
   a. Four wheel anti-lock brake ABS system.

7. TIRES AND WHEELS:
   a. Manufacturer's standard tires and wheels.
   b. Manufacturer's spare tire and rim, if available.

8. CHASSIS, FRAME, CAB:
   a. Manufacturer's standard colors, factory painted. Colors to be determined by individual agencies.
   b. Manufacturer's standard fuel tank.

9. WARRANTY
a. Bumper to Bumper: 3 year/36,000 mile
b. Powertrain: 5 year/60,000 mile
c. Maintenance Plan and Extended Warranty available. Contact dealer for more information.
The Ford Explorer (K8B) purchased through this contract comes with all the standard equipment as specified by the manufacturer for this model and NCSA's base vehicle specification(s) requirements which are included and made a part of this contract's vehicle base price as awarded by specification by zone.

ZONE: ★ Appalachia ★ Dogwood ★ Cardinal ★ Longleaf Pine
BASE PRICE: $27,134.22 $27,194.67 $27,194.67 $27,268.23

While the North Carolina Sheriffs’ Association has attempted to identify and include those equipment items most often requested by participating agencies for full size vehicles, we realize equipment needs and preferences are going to vary from agency to agency. In an effort to incorporate flexibility into our program, we have created specific add/delete options which allow the purchaser to tailor the vehicle to their particular wants or needs.

The following equipment delete and add options and their related cost are provided here to assist you in approximating the total cost of the type vehicle(s) you wish to order through this program. Simply deduct the cost of any of the following equipment items you wish deleted from the base unit cost and/or add the cost of any equipment items you wish added to the base unit cost to determine the approximate cost of the type vehicle(s) you wish to order.

NOTE: An official listing of all add/delete options and their prices should be obtained from the appropriate dealer in your zone when preparing your order. Additional add/delete options other than those listed here may be available through the dealers, however, those listed here must be honored by the dealers in your zone at the stated prices.
**VEHICLE:** Explorer (K8B)

**DEALER:** Asheville Ford Lincoln LLC

**ZONE:** ★ Appalachia ★ Dogwood ★ Cardinal ★ Longleaf Pine

**BASE PRICE:** $27,134.22 $27,194.67 $27,194.67 $27,268.23

<table>
<thead>
<tr>
<th>Order Code</th>
<th>Delete Options</th>
<th>All Zones</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Delivery Fee - Dogwood District</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>Delivery Fee - Cardinal District</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>Delivery Fee - Longleaf Pine District</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>Delivery Fee - Appalachia District</td>
<td>NA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Order Code</th>
<th>Add Options</th>
<th>All Zones</th>
</tr>
</thead>
<tbody>
<tr>
<td>99H 1</td>
<td>2.3L I-4 Ecoboost</td>
<td>$841.30</td>
</tr>
<tr>
<td>41H 1</td>
<td>Engine Block Heater</td>
<td>$84.60</td>
</tr>
<tr>
<td>582 1</td>
<td>Sirius XM Satellite Radio</td>
<td>$183.30</td>
</tr>
<tr>
<td>16N 1</td>
<td>All Weather Floor Mats</td>
<td>$112.80</td>
</tr>
<tr>
<td>85W 1</td>
<td>Rear Cargo Well Protector - dealer installed</td>
<td>$94.00</td>
</tr>
<tr>
<td>90R 1</td>
<td>Inflatable Rear Seatbelts</td>
<td>$197.40</td>
</tr>
<tr>
<td>942 1</td>
<td>Daytime running lights</td>
<td>$42.30</td>
</tr>
<tr>
<td>52R 1</td>
<td>Class II Trailer Tow Package</td>
<td>$371.30</td>
</tr>
<tr>
<td>52T 1</td>
<td>Class III Trailer Tow Package</td>
<td>$535.80</td>
</tr>
<tr>
<td>153 1</td>
<td>Front license bracket</td>
<td>NA</td>
</tr>
<tr>
<td>60T 1</td>
<td>Interior Cargo Cover - dealer installed</td>
<td>$122.20</td>
</tr>
<tr>
<td>60V 1</td>
<td>Rear Bumper Protector - dealer installed</td>
<td>NA</td>
</tr>
<tr>
<td>50N 1</td>
<td>Roof Rail Crossbars - dealer installed</td>
<td>NA</td>
</tr>
<tr>
<td>60X 1</td>
<td>Smoker's Kit - dealer installed</td>
<td>$84.60</td>
</tr>
<tr>
<td>50M 1</td>
<td>Splash Guards - dealer installed</td>
<td>$192.70</td>
</tr>
<tr>
<td>76R 1</td>
<td>Reverse Sensing System</td>
<td>$258.50</td>
</tr>
<tr>
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<td>Optional equipment - specify</td>
<td>NA</td>
</tr>
<tr>
<td></td>
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