



**CONTRACT PRICING WORKSHEET**  
For Standard Equipment Purchases

Contract No.:

VE03-06

Date Prepared:

9/12/11

*This Form must be prepared by Contractor and given to End User. The H-GAC administrative fee shall be shown in Section F. End User issues PO to Contractor, and MUST also fax a copy of PO, together with completed Pricing Worksheet, to H-GAC @ 713-993-4548. Please type or print legibly.*

Buying Agency:	FORT BEND COUNTY	Contractor:	PHILPOTT MOTORS
Contact Person:	DEBBIE KAMINSKI	Prepared By:	RICHARD HYDER
Phone:	(281) 341-8643	Phone:	(409) 853-3440
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Email:	<a href="mailto:KAMINSKD@FORT-BEND.TX.US">KAMINSKD@FORT-BEND.TX.US</a>	Email:	<a href="mailto:RICHARD.HYDER@PHILPOTTMOTORS.COM">RICHARD.HYDER@PHILPOTTMOTORS.COM</a>
Product Code:	D18	Description:	2011 FORD EXPLORER

**A. Product Item Base Unit Price Per Contractor's H-GAC Contract:** \$ 20,692.00

**B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.**  
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
FLOOR PLAN INTEREST	\$ -	EXTERIOR--WHITE SUEDE	\$ -
LOT INSURANCE	\$ -	INTERIOR--GRAY	\$ -
3.5L V6 GAS	\$ -		
6-SPEED AUTOMATIC TRANSMISSION	\$ -		
K7B UPGRADE PKG (REQ FOR 2011) INLCUDES POWER EQUIPMENT, SPEED CONTROL, FRONT/REAR AIR CONDITIONING, AMFM CD, APPEARANCE PKG, CLOTH BUCKETS W/ CONSOLE, CLOTH 2ND ROW, CARPET FLOORING, HILL DESCENT CONTROL, 3RD ROW SEATING, RSC AND TRACTION CONTROL	\$ 2,481.00	<b>4 IN STOCK AS OF 9/12/11</b>	
		<b>Subtotal From Additional Sheet(s):</b>	\$ -
		<b>Subtotal B:</b>	\$ 2,481.00

**C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.**  
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
PDI CHARGE	\$ 80.00		
2011 INCENTIVE CREDIT	\$ (1,000.00)	<b>Subtotal From Additional Sheet(s):</b>	\$ -
		<b>Subtotal C:</b>	\$ (920.00)
<b>Check:</b> Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).		<b>For this transaction the percentage is:</b>	-4%

**D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)**

Description	Cost	Description	Cost
DELIVERY 100 MILES	\$ 150.00		
		<b>Subtotal D:</b>	\$ 150.00

**E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)** \$ 22,403.00

<b>Quantity Ordered:</b>	1	<b>X Subtotal of A + B + C + D:</b>	\$ 22,403.00	=	<b>Subtotal E:</b>	\$ 22,403.00
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**F. H-GAC Fee Calculation (From Current Fee Tables)** **Subtotal F:** \$ 600.00

**G. Trade-Ins / Other Allowances / Special Discounts**

Description	Cost	Description	Cost
		<b>Subtotal G:</b>	\$ -

**Estimated Delivery Date:** IN STOCK **H. Total Purchase Price (E+F+G):** \$ 23,003.00

Prepared For:

Prepared By:

Richard Hyder  
Philpott Motors Ltd.  
1400 U.S Highway 69 North  
Nederland, Texas, 77627  
Phone: 409 284-1006  
Toll Free: 888 973-5338



## Vehicle Profile

## 2011 Ford Explorer

4dr FWD Base (K7B)

### Powertrain

3.5L V-6 DOHC SMPI 24 valve engine with variable valve control \* 175 amp alternator \* 58 amp hours (Ah) battery with run down protection \* Transmission oil cooler \* 6-speed electronic automatic transmission with overdrive, lock-up \* Front-wheel drive \* ABS & driveline traction control \* 3.16 axle ratio \* Stainless steel exhaust with tailpipe finisher

### Steering and Suspension

Electric power-assist rack and pinion steering with speed-sensing assist \* Steering cooler \* 4-wheel disc brakes with front vented discs \* AdvanceTrac w/Roll Stability Control stability control with anti-roll control \* Independent front suspension \* Front short and long arm suspension \* Front anti-roll bar \* Front coil springs \* Gas-pressurized front shocks \* Rear independent suspension \* Rear multi-link suspension \* Rear anti-roll bar \* Rear coil springs \* Gas-pressurized rear shocks \* Front and rear 17.0" x 7.50" steel wheels with full wheel covers \* P245/65SR17.0 BSW AS front and rear tires \* Underbody w/crankdown mounted compact steel spare wheel

### Safety

4-wheel anti-lock braking system \* Center high mounted stop light \* Dual airbags, seat mounted driver and passenger side-impact airbags, Safety Canopy System curtain 1st, 2nd and 3rd row overhead airbag, airbag occupancy sensor \* Front height adjustable seatbelts with front pre-tensioners \* Ignition disable, panic alarm

### Comfort and Convenience

Air conditioning, rear HVAC with separate controls, air filter, auxiliary rear heater, headliner/pillar ducts \* AM/FM/Satellite-capable, seek-scan, in-dash mounted single CD, MP3 decoder, 6 speakers, integrated roof antenna, radio steering wheel controls \* 2 1st row LCD monitors \* Cruise control with steering wheel controls \* Power door locks with 2 stage unlock, keyfob (all doors) keyless entry, child safety rear door locks, tailgate/rear door lock included with power doors \* 4 12V DC power outlets, retained accessory power \* Analog instrumentation display includes tachometer, engine temperature gauge, in-dash clock, exterior temp, systems monitor, trip computer, trip odometer \* Warning indicators include oil pressure, engine temperature, battery, lights on, key, low fuel, low washer fluid, bulb failure, door ajar, trunk/liftgate ajar, service interval, brake fluid, turn signal on, low tire pressure \* Steering wheel with tilt and telescopic adjustment \* Power front and rear windows with deep tint, driver 1-touch down, fixed rearmost windows \* Variable intermittent front windshield wipers, fixed interval rear wiper, rear window defroster \* Dual vanity mirrors \* Day-night rearview mirror \* Interior lights include dome light with delay, front and rear reading lights, illuminated entry \* Full floor console with covered storage, full overhead console with storage, locking glove box with light, front and rear cupholders, instrument panel bin, 2 seat back storage pockets, driver and passenger door bins \* Carpeted cargo floor, plastic trunk lid/rear cargo door, cargo tie downs, cargo light, cargo concealed storage

### Seating and Interior

Seating capacity of 7 \* Bucket front seats with adjustable head restraints, center armrest \* 8-way adjustable (6-way power) driver seat includes lumbar support \* 4-way adjustable passenger seat \* 60-40 folding split-bench 2nd row seat with fold forward seatback, reclining 3 adjustable rear head restraints \* 3rd row seat 50-50 folding split-bench fold into floor with fold into floor, 2 adjustable 3rd row head restraints \* Cloth faced front seats with cloth back

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 CT05207875 11/1/2010

**Seating and Interior (Continued)**

material \* Cloth faced rear seats with carpet back material \* Cloth faced 3rd row seats with carpet back material \* Cloth door trim insert, full cloth headliner, full color-keyed carpet floor covering with carpet front and rear floor mats, metal-look instrument panel insert, leatherette gear shift knob, metal-look door panel insert, metal-look console insert, chrome and metal-look interior accents

**Exterior Features**

Rear lip spoiler, side impact beams, galvanized steel/alloy body material \* Black bodyside cladding, black wheel well trim molding \* Black side window moldings, black front windshield molding \* Black door handles \* Gray grille \* 4 doors with liftgate rear cargo door \* Trailer sway control \* Driver and passenger power remote black convex spotter folding outside mirrors \* Front and rear body-colored bumpers with black rub strip/fascia accents \* Projector beam halogen auto off headlamps \* Clearcoat monotone paint

**Warranty**

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
Accessories .....	36 month/36,000 miles		

**Dimensions and Capacities**

Output .....	290 hp @ 6,500 rpm	Torque .....	255 lb.-ft. @ 4,000 rpm
1st gear ratio .....	4.484	2nd gear ratio .....	2.872
3rd gear ratio .....	1.842	4th gear ratio .....	1.414
5th gear ratio .....	1.000	6th gear ratio .....	0.742
Reverse gear ratio .....	2.882	Curb weight .....	4,578 lbs.
GVWR .....	6,160 lbs.	Curb weight .....	Rear GAWR Weight
Towing capacity .....	2,000 lbs.	Front legroom .....	40.6 "
Rear legroom .....	39.8 "	Third legroom .....	33.2 "
Front headroom .....	41.4 "	Rear headroom .....	40.5 "
Third headroom .....	37.8 "	Front hiproom .....	57.3 "
Rear hiproom .....	56.7 "	Third hiproom .....	40.7 "
Front shoulder room .....	61.3 "	Rear shoulder room .....	61.0 "
Third shoulder room .....	50.8 "	Passenger area volume .....	151.7 cu.ft.
Length .....	197.1 "	Body width .....	78.9 "
Body height .....	70.4 "	Wheelbase .....	112.6 "
Axle to end of frame .....	46.5 "	Front tread .....	67.0 "
Rear tread .....	67.0 "	Fuel tank .....	18.6 gal.
Interior cargo volume .....	21.0 cu.ft.	Interior cargo volume seats folded .....	43.8 cu.ft.
Interior maximum cargo volume .....	80.7 cu.ft.		

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## Selected Options

## 2011 Ford Explorer

4dr FWD Base (K7B)

### Vehicle Snapshot

**Engine:** 3.5L Ti-VCT V6  
**Transmission:** 6-Speed Automatic  
**Rear Axle Ratio:** 3.16  
**GVWR:** 6,160 lbs

Code	Description	Class	MSRP
K7B	<b>Base Vehicle Price (K7B)</b>	STD	28,190.00
<b>Packages</b>			
100A	<b>Order Code 100A</b> <i>(998) Engine: 3.5L Ti-VCT V6; (44J) Transmission: 6-Speed Automatic; (STDAX) 3.16 Axle Ratio; (STDGV) GVWR: 6,160 lbs; (STDTR) Tires: P245/65R17 AS BSW; (64C) Wheels: 17" Steel w/Wheel Covers; (7) Cloth Bucket Seats : Includes 6-way power driver with manual lumbar and recline and 2-way (fore/aft) manual passenger seat with manual recline. ; (STDRD) Radio: AM/FM Stereo w/Single CD/MP3 Capable : Includes 6 speakers.</i>	OPT	N/C
<b>Powertrain</b>			
998	<b>Engine: 3.5L Ti-VCT V6</b> <i>Torque: 255 ft.lbs. @ 4000 rpm.</i>	INC	Included
44J	<b>Transmission: 6-Speed Automatic</b>	INC	Included
STDAX	<b>3.16 Axle Ratio</b>	INC	Included
STDGV	<b>GVWR: 6,160 lbs</b>	INC	Included
<b>Wheels &amp; Tires</b>			
STDTR	<b>Tires: P245/65R17 AS BSW</b>	INC	Included
64C	<b>Wheels: 17" Steel w/Wheel Covers</b>	INC	Included
<b>Seats &amp; Seat Trim</b>			
7	<b>Cloth Bucket Seats</b> <i>Includes 6-way power driver with manual lumbar and recline and 2-way (fore/aft) manual passenger seat with manual recline. .</i>	INC	Included

### Other Options

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 CT05207875 11/1/2010

**Selected Options Continued**

**Prepared By:** Richard Hyder  
**Dealership:** Philpott Motors Ltd.

<b>Code</b>	<b>Description</b>	<b>Class</b>	<b>MSRP</b>
PAINT	<b>Monotone Paint Application</b>	STD	N/C
113WB	<b>113" Wheelbase</b>	STD	N/C
STDRD	<b>Radio: AM/FM Stereo w/Single CD/MP3 Capable</b> <i>Includes 6 speakers. .</i>	INC	Included
<b>Interior Colors For : Primary w/Base</b>			
7L	<b>Medium Light Stone</b>	OPT	N/C
<b>Primary Colors For : Primary w/Base</b>			
WS	<b>White Suede</b>	OPT	N/C
<b>Vehicle Subtotal</b>			<b>\$28,190.00</b>
<b>Fuel Charge</b>			<b>\$0.00</b>
<b>Destination</b>			<b>\$805.00</b>
<b>Vehicle Subtotal (including Destination)</b>			<b>\$28,995.00</b>

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# 2011 Ford Explorer 4dr FWD Base (K7B)

Engine: 3.5L Ti-VCT V6

Transmission: 6-Speed Automatic

Exterior (0 P) White Suede

Interior (0 I) Medium Light Stone



## Standard Equipment

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

- 3.5L V-6 DOHC w/SMPI 290hp
- 6 speed automatic trans w/OD
- 4-wheel ABS
- Traction control
- P245/65R17 BSW AS S-rated tires
- Battery with run down protection
- Advance Trac w/Roll Stability Control
- Air conditioning
- AM/FM/Satellite-capable single CD, MP3 decoder
- Rear child safety locks
- Dual power remote mirrors
- Variable intermittent wipers
- Full wheel covers
- Dual front airbags
- Driver & front passenger seat mounted side airbags
- Airbag occupancy sensor
- Ignition disable
- Rear window defogger
- Tachometer
- Message center
- Reclining front bucket seats
- 60-40 folding 2nd row split-bench seat
- 50-50 folding 3rd row split-bench seats
- Audio control on steering wheel

## STANDARD VEHICLE PRICE

**\$28,190.00**

## OPTIONAL EQUIPMENT

Order Code 100A	N/C
Engine: 3.5L Ti-VCT V6	INC
Transmission: 6-Speed Automatic	INC
3.16 Axle Ratio	INC
GVWR: 6,160 lbs	INC
Tires: P245/65R17 AS BSW	INC
Wheels: 17" Steel w/Wheel Covers	INC
Cloth Bucket Seats	INC
113" Wheelbase	STD
Radio: AM/FM Stereo w/Single CD/MP3 Capable	INC
Interior : Medium Light Stone	N/C
Primary : White Suede	N/C

CITY MPG  
N/A



HIGHWAY MPG  
N/A

Accessories and Incentives \$0.00

**SUBTOTAL \$28,190.00**

Destination \$805.00

**TOTAL \$28,995.00**