



TO: Lucas Martsolf, Assistant Township Manager

FROM: Kelly Maurer, Director of Public Works; Bob Howland, Street & Fleet Manager

Date: May 24, 2021

RE: Purchase Justification – Two (2) Codes Dept Ford Escape SUVs

The Department of Public Works Fleets Division has identified two (2) Codes Department 2011 Ford Escape Hybrids (Vehicles #2 & #4) as a priority for replacement. In the last year, these SUV's have experienced costly mechanical failures with a hybrid battery failure imminent (7-year life expectancy). The new hybrid battery is estimated to cost \$10,000. With the costly hybrid battery replacement, it is advantageous to replace these SUVs prior to battery failure to maximize trade in value. These vehicles also have excessive rust on body and frame.

According to the Township's Fleet Replacement Program (FRP), these SUVs are classified as Administration Vehicles with the minimum score required for replacement of 23. These vehicles are scored 29 based on age (10 years), mileage, condition, and repair maintenance cost (hybrid battery replacement). The FRP score supports this vehicle replacement. For these reasons, these SUVs were included in the 2021 Capital Improvement Plan for funding (estimated at \$55,000).

Two (2) - 2021 Ford Escape AWD SUV are currently available at Laurel Automotive Group as detailed on the following page. These SUVs are assigned to the Codes Department for inspections and are recommended for replacement with the same model Ford Escape AWD, non-hybrid. The replacement will utilize the **COSTARS state contract** pricing for 2021 Ford Escape SUV's at \$24,600 each. A higher trade value was negotiated, raised from \$4,000 to \$5,000 for each existing hybrid SUV.

Due to age, mileage, condition, and cost for hybrid battery replacement, it is our recommendation to purchase two (2) 2021 Ford Escape SUVs for \$24,600 each. With trade-ins applied it lowers the cost to \$19,600 each or \$39,200 total for both, which is well under the Capital Improvement Plan estimate of \$55,000. These SUVs are assigned to the Codes Department with funding from Capital Fleet Budget **3400-6430-6122 (100%)**. They are available for immediate delivery.

Asset #	Purchase \$	Description								Model Yr	Odom Rdg	
	# of WO	WO Total \$	Fuel Type	Garaged?	Service Type	Condition	Driver Type	Service S	Age	Mileage	Total	
11071	\$31,010	2011 FORD ESCAPE HYBRID / Codes #2 - IFMCU5K33BKS16265								2011	60,452	
	122	\$5,177	1	1	0	4	2	5	10	6	29	
APWA Type: Admin Vehicle Equipment Group: Administration												
M&R Cost Projections for 11071												
Total Cost		Average Cost		Depreciation		Yr 1		Yr 3		Yr 5		Yr 10
\$5,177		\$518		\$0		\$533		\$566		\$600		\$696

Asset #	Purchase \$	Description								Model Yr	Odom Rdg	
	# of WO	WO Total \$	Fuel Type	Garaged?	Service Type	Condition	Driver Type	Service S	Age	Mileage	Total	
11073	\$29,535	2011 FORD ESCAPE HYBRID SUV / #4 CODES - 1FMCU5K34BKA39103								2011	66,976	
	125	\$4,860	1	1	0	4	2	4	10	7	29	
APWA Type: Admin Vehicle Equipment Group: Administration												
M&R Cost Projections for 11073												
Total Cost		Average Cost		Depreciation		Yr 1		Yr 3		Yr 5		Yr 10
\$4,860		\$486		\$0		\$501		\$531		\$563		\$653

Product Details:

Laurel Auto Group

136 Ford Drive

Windber, PA 15963

COSTARS Contract #026-021

COSTARS Vendor #178949

<div>Asset # 11071</div> <div></div> <div>2011 Ford Escape Hybrid #2 – Codes</div>	<div>Asset #11073</div> <div></div> <div>2011 Ford Escape Hybrid #4 - Codes</div>	<div>Units to be Purchased – (2x) 2021 Ford Escape AWD</div> <div></div>						
<div>Justification</div> <div>These two SUVs are 10 years old and have failing hybrid batteries (estimated replacement at \$10,000 each) and multiple other mechanical issues and rust issues. They are assigned to the Codes Dept. They have exceeded the minimum parameters of the Fleet Replacement Plan and have been deemed eligible for replacement.</div> <div>3400-6430-6122 (100%) Estimated budget \$55,000</div>		<div>Purchase Price</div> <div><div>Price</div><table><tr><td>2021 Ford Escape AWD SUV</td><td>\$24,600.00</td></tr><tr><td>2021 Ford Escape AWD SUV</td><td><u>\$24,600.00</u></td></tr><tr><td>Total 2 new escapes</td><td>\$49,200.00</td></tr></table><div><div>Trade-In (Hybrid #2) 2011 Escape</div><div>- \$ 5,000.00</div></div><div><div>Trade-In (Hybrid #4) 2011 Escape</div><div>- <u>\$ 5,000.00</u></div></div><div><div>Total Purchase Cost</div><div>\$39,200.00</div></div></div>	2021 Ford Escape AWD SUV	\$24,600.00	2021 Ford Escape AWD SUV	<u>\$24,600.00</u>	Total 2 new escapes	\$49,200.00
2021 Ford Escape AWD SUV	\$24,600.00							
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Total 2 new escapes	\$49,200.00							



Laurel Ford
136 Ford Drive
Windber, Pa 15963
Chuck Jefferson
(412) 558-0448
Cjefferson@laurelautogroup.com

Ref: Cranberry Township

5/7/2021

2021 Ford Escape 4WD

WHITE Exterior Paint
Charcoal Premium Cloth Interior
5 Passenger Seating
Preferred Equipment Package 200A
17" Sparkle silver wheels
1.5L ECO Boost Engine
8 Speed transmission
P225/65R/17 Tires
Spalsh Guards
17" Aluminum Wheels

*vehicle Already On order
*No Tax w/ Tax Exempt Cert
*No Charge for Title & License
*K or Q Ford FIN Code Required
*Payment Due Upon Receipt

Vehicle Priced @

\$ 24,600.00

X2

49,200.00

TRADE IN 2011 ESCAPE(BKA39103)
Trade In 2011 Escape (BKA16266)

-5000
-5000

Signature:

Date



Costar Vendor# 178949
Costar Contract# 026-021