



TO: Lucas Martsof, Assistant Township Manager

FROM: Kelly Maurer, Director of Public Works

RE: Purchase Justification – 2021 Ford Edge SUV Assigned to Plant Manager

Date: May 24, 2021

The Department of Public Works Fleet Division has identified the 2011 Ford Escape Hybrid (Vehicle #1) assigned to the Plant Manager as a priority for replacement. In the last year, this SUV has experienced costly mechanical failures and lost time at the dealership 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 this SUV prior to battery failure to maximize trade in value. This vehicle also has excessive rust on body and frame.

According to the Township's Fleet Replacement Program (FRP), this SUV is classified as an Administration Vehicles with the minimum score required for replacement of 23. This vehicle is scored 29 based on age (10 years), mileage, condition, and repair maintenance cost (hybrid battery replacement). The FRP score supports this vehicle replacement. For this reason, this SUV was included in the 2021 Capital Improvement Plan for funding (estimated at \$33,000).

A 2021 Ford Edge SUV is requested as a replacement vehicle. The increase in size from the existing Ford Escape is requested to transport plant staff for meetings, conferences, etc. This vehicle is available to be ordered from Laurel Automotive Group as detailed on the following page. The replacement will utilize the **COSTARS state contract** pricing for 2021 Ford Edge SE AWD SUV at \$29,500. A higher trade value was negotiated, raised from \$4,000 to \$6,000 for the existing hybrid SUV.

Due to age, mileage, condition, and cost for hybrid battery replacement, it is our recommendation to purchase a 2021 Ford Edge SE AWD SUV for use by the Plant Manager for \$29,500. With trade-ins applied it lowers the cost to \$23,500, which is well under the Capital Improvement Plan estimate of \$33,000. This SUV is assigned to the Plant Manager with funding from Sewer Capital Budget for Fleet Replacement 6210-5595-6122 (100%). This vehicle would take 2-3 months for delivery.

Admin Vehicle - 23 Points needed for replacement

Asset #	Purchase \$	Description							Model Yr	Odom Rdg	
	# of WO	WO Total \$	Fuel Type	Garaged?	Service Type	Condition	Driver Type	Service \$	Age	Mileage	Total
11070	\$31,010	2011 ESCAPE HYBRID #1-SEDON - 1FMCU5K35BKA16266							2011	67,808	
	63	\$6,492	1	0	0	4	1	6	10	7	29
APWA Type: Admin Vehicle Equipment Group: Sewer & Water Plant											
M&R Cost Projections for 11070											
Total Cost		Average Cost		Depreciation		Yr 1		Yr 3	Yr 5		Yr 10
\$6,492		\$649		\$0		\$669		\$709	\$753		\$873

REPLACE:

Product Details:

Laurel Auto Group

136 Ford Drive

Windber, PA 15963

COSTARS Contract #026-021

COSTARS Vendor #178949

Asset # 11070



2011 Ford Escape Hybrid #1 – Plant Manager

Justification

This SUV is 10 years old and has failing hybrid batteries with an estimated replacement at \$10,000, plus multiple other mechanical and rust issues. It is assigned to the Plant Manager. It has exceeded the minimum parameters of the Fleet Replacement Plan and has been deemed eligible for replacement.

Sewer Capital Budget 3400-6430-6122 (100%)

Units to be Purchased – 2021 Ford Edge SUV AWD



Purchase Price

Price

2021 Ford Escape SE AWD SUV **\$29,500.00**

Trade-In (Hybrid #1) 2011 Escape - **\$ 6,000.00**

Total Purchase Cost **\$23,500.00**

(Estimated 2021 Capital Budget \$33,000)



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

Chuck Jefferson

REF:Cranberry Township

5/7/2021

2021 Ford Edge SE Awd
White Clearcoat
Buckets Front Seats
Ebony Interior
Rapid Spec: 100A
18" Wheels
Auto climate Control
2.0L ecoboost
8 sp auto trans
245/60R18 Tires
Mini Spare tire
50 State Emission

***Vehicle Must Be ordered**
*No Tax W/ Tax Exempt Certificate
*Free Tags & License
*Ford K or Q FIN Code Required
*Payment Due Upon Receipt of Vehicle

Vehicle Cost **\$ 29,500.00**

trade in 2011 escape (BKA16265) -6000

Signature:

Date

Acquisition Notice:

No vehicle shall be aquired, shipped or altered prior to sign off plus payment.



COSTAR VENDOR# 178949
COSTAR CONTRACT# 026-021