



BUREAU OF OPERATIONS

Jay D. Scharfenberg
ASSISTANT CHIEF

CITY of WEST ALLIS
FIRE DEPARTMENT

September 12, 2017

To: Honorable Board of West Allis Police and Fire Commissioners
Cc: Fire Chief Mason Pooler
From: Assistant Chief Jay Scharfenberg
Re: Request for Approval to Purchase Three (3) Staff Vehicles

Please accept this letter and attached documents as a request for approval to replace a 2001 Chevrolet Astro minivan, a 2003 Chevrolet Impala and a 2004 Chevrolet Impala. We are requesting approval to replace these three sedans with Ford Interceptor Utility vehicles as per the fleet management communication dated August 18, 2017 and presented by Fire Chief Pooler at the August meeting of the West Allis Board of Police and Fire Commissioners.

Replacing these three vehicles will not only remove some very old vehicles from our fleet, but it will allow us to assign the remaining staff chief, staff lieutenant and mobile integrated healthcare (MIH) provider to utility vehicles that are more appropriate to their job functions than the vehicles to which they are currently assigned. It will also create opportunity for command vehicles to be utilized in a backup role should one be placed out of service for an extended period of time.

With your approval, we will purchase three (3) Ford Interceptor Utility vehicles at a cost of \$82,383 (\$27,461 per vehicle). This pricing reflects a discount of \$20,262 (\$6,754 per vehicle) below retail value as negotiated through the State of Wisconsin Municipal Fleet Contract.

Emergency lights and siren controls will be purchased for approximately \$15,000 (\$5,000 per vehicle) and installed by Emergency Lighting and Electronics LLC. Estimated emergency lighting, warning device and mobile radio installation cost is \$6,300 (\$2,100 per vehicle). Total cost for this project is estimated to be \$103,683 (\$34,561 per vehicle).

Jay D. Scharfenberg
Assistant Chief – Bureau of Operations

APPROVED BY: _____
Board of Police and Fire Commissioners

DATE: _____

Prepared For:
 JAY SCHARFENBERG
 CITY OF WEST ALLIS FIRE DEPT.
 7332 W. NATIONAL AVE.
 WEST ALLIS, WI 53214
 Phone: (414) 302-8902
 Email: jscharfenberg@westal
 liswi.gov

Prepared By:
 SCOTT KUSSOW
 EWALD AUTOMOTIVE GROUP, LL
 36833 E. WISCONSIN AVE.
 OCONOMOWOC, WI 53066
 Phone: (262) 567-5555
 Fax: (262) 560-1303
 Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

QUOTE WORKSHEET

QUOTE WORKSHEET - 2018 Fleet/Non-Retail K8A AWD

MSRP	\$32,320.00
Destination Charge	\$945.00
Optional Equipment	\$950.00
Dealer Advertising	\$0.00
PRE-TAX ADJUSTMENTS:	
STATE OF WISCONSIN MUNICIPAL DISCOUNT	(\$6,754.00)
Total Pre-Tax Adjustments	(\$6,754.00)
Taxable Price	\$27,461.00
TOTAL	\$27,461.00

Customer Signature / Date

Dealer Signature / Date

2018 FORD INTERCEPTOR UTILITY REVISED TO YOUR SPECS AS DETAILED. REGISTRATION FEES ARE EXTRA. DELIVERY CAN BE ANTICIPATED 90-120 DAYS FROM RECEIPT OF YOUR ORDER. PAYMENT TERMS ARE NET TEN DAYS.

FINAL ORDER DATE TO THE PRICE QUOTED IS 9/14/17, ORDER RECEIVED AFTER THIS DATE INCREASES BY \$1,108 PER VEHICLE.

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
 © Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

Prepared By:

SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

ENTERTAINMENT

- Radio: MyFord AM/FM/CD/MP3 Capable -inc: clock, 6 speakers and 4.2" color LCD screen center-stack Smart Display
- Radio w/Speed Compensated Volume Control and Steering Wheel Controls
- Integrated Roof Antenna

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

**Prepared By:**

SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com

2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

EXTERIOR

- Wheels: 18" x 8" 5-Spoke Painted Black Steel -inc: center caps and full size spare
- Tires: P245/55R18 AS BSW
- Steel Spare Wheel
- Spare Tire Mounted Inside Under Cargo
- Clearcoat Paint
- Body-Colored Front Bumper w/Black Rub Strip/Fascia Accent
- Body-Colored Rear Step Bumper w/Black Rub Strip/Fascia Accent
- Black Bodyside Cladding and Black Wheel Well Trim
- Black Side Windows Trim and Black Front Windshield Trim
- Black Door Handles
- Black Power Side Mirrors w/Convex Spotter and Manual Folding
- Fixed Rear Window w/Fixed Interval Wiper, Heated Wiper Park and Defroster
- Deep Tinted Glass
- Speed Sensitive Variable Intermittent Wipers
- Front Windshield -inc: Sun Visor Strip
- Galvanized Steel/Aluminum Panels
- Lip Spoiler
- Black Grille
- Liftgate Rear Cargo Access
- Tailgate/Rear Door Lock Included w/Power Door Locks
- Aero-Composite Led Low Beam Headlamps
- LED Brakelights

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
 CITY OF WEST ALLIS FIRE DEPT.
 7332 W. NATIONAL AVE.
 WEST ALLIS, WI 53214
 Phone: (414) 302-8902
 Email: jscharfenberg@westal
 liswi.gov

**Prepared By:**

SCOTT KUSSOW
 EWALD AUTOMOTIVE GROUP, LL
 36833 E. WISCONSIN AVE.
 OCONOMOWOC, WI 53066
 Phone: (262) 567-5555
 Fax: (262) 560-1303
 Email: skfleet@ewaldauto.com

2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

INTERIOR

- 60-40 Folding Split-Bench Front Facing Fold Forward Seatback Rear Seat
- Manual Tilt Steering Column
- Gauges -inc: Speedometer, Odometer, Engine Coolant Temp, Tachometer, Engine Hour Meter, Trip Odometer and Trip Computer
- Power Rear Windows and Fixed 3rd Row Windows
- Remote Releases -Inc: Power Cargo Access
- Cruise Control w/Steering Wheel Controls
- Manual Air Conditioning
- HVAC -inc: Underseat Ducts
- Locking Glove Box
- Driver Foot Rest
- Unique HD Cloth Front Bucket Seats w/Vinyl Rear -inc: driver 6-way power track (fore/aft.up/down, tilt w/manual recline, 2-way manual lumbar, passenger 2-way manual track (fore/aft, w/manual recline) and built-in steel intrusion plates in both front seatbacks
- Interior Trim -inc: Metal-Look Instrument Panel Insert, Metal-Look Door Panel Insert and Metal-Look Interior Accents
- Full Cloth Headliner
- Urethane Gear Shift Knob
- Day-Night Rearview Mirror
- Driver And Passenger Visor Vanity Mirrors
- Mini Overhead Console w/Storage and 2 12V DC Power Outlets
- Front And Rear Map Lights
- Fade-To-Off Interior Lighting
- Full Vinyl/Rubber Floor Covering
- Carpet Floor Trim
- Cargo Features -inc: Cargo Tray/Organizer

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
 © Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

Prepared By:

SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

- Cargo Space Lights
- Dashboard Storage, Driver And Passenger Door Bins
- Power Adjustable Pedals
- Power 1st Row Windows w/Driver And Passenger 1-Touch Up/Down
- Delayed Accessory Power
- Power Door Locks
- Systems Monitor
- Redundant Digital Speedometer
- Trip Computer
- Analog Display
- Seats w/Vinyl Back Material
- Manual Adjustable Front Head Restraints
- 2 12V DC Power Outlets
- Air Filtration

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

**Prepared By:**

SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com

2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

MECHANICAL

- Engine: 3.7L V6 Ti-VCT FFV
- Transmission: 6-Speed Automatic
- 3.65 Axle Ratio
- GVWR: 6,300 lbs
- Transmission w/Oil Cooler
- Automatic Full-Time All-Wheel Drive
- Engine Oil Cooler
- 78-Amp/Hr 750CCA Maintenance-Free Battery
- HD 220 Amp Alternator
- Police/Fire
- Gas-Pressurized Shock Absorbers
- Front And Rear Anti-Roll Bars
- Electric Power-Assist Steering
- 18.6 Gal. Fuel Tank
- Dual Stainless Steel Exhaust
- Permanent Locking Hubs
- Strut Front Suspension w/Coil Springs
- Multi-Link Rear Suspension w/Coil Springs
- 4-Wheel Disc Brakes w/4-Wheel ABS, Front Vented Discs, Brake Assist and Hill Hold Control

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:

JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

**Prepared By:**

SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com

2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

STANDARD EQUIPMENT

STANDARD EQUIPMENT - 2018 Fleet/Non-Retail K8A AWD

SAFETY

- Advancetrac w/Roll Stability Control Electronic Stability Control (ESC) And Roll Stability Control (RSC)
- ABS And Driveline Traction Control
- Side Impact Beams
- Dual Stage Driver And Passenger Seat-Mounted Side Airbags
- Tire Specific Low Tire Pressure Warning
- Dual Stage Driver And Passenger Front Airbags
- Safety Canopy System Curtain 1st And 2nd Row Airbags
- Airbag Occupancy Sensor
- Rear Child Safety Locks
- Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners
- Back-Up Camera w/Washer

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:
 JAY SCHARFENBERG
 CITY OF WEST ALLIS FIRE DEPT.
 7332 W. NATIONAL AVE.
 WEST ALLIS, WI 53214
 Phone: (414) 302-8902
 Email: jscharfenberg@westal
 liswi.gov

Prepared By:
 SCOTT KUSSOW
 EWALD AUTOMOTIVE GROUP, LL
 36833 E. WISCONSIN AVE.
 OCONOMOWOC, WI 53066
 Phone: (262) 567-5555
 Fax: (262) 560-1303
 Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

SELECTED MODEL & OPTIONS

SELECTED MODEL - 2018 Fleet/Non-Retail K8A AWD

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
K8A	2018 Ford Police Interceptor Utility AWD	\$32,320.00

SELECTED VEHICLE COLORS - 2018 Fleet/Non-Retail K8A AWD

<u>Code</u>	<u>Description</u>
-	Interior: Charcoal Black
-	Exterior 1: Dark Toreador Red Metallic
-	Exterior 2: No color has been selected.

SELECTED OPTIONS - 2018 Fleet/Non-Retail K8A AWD

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
ENGINE		
99R	ENGINE: 3.7L V6 TI-VCT FFV (STD)	INC
TRANSMISSION		
44C	TRANSMISSION: 6-SPEED AUTOMATIC (STD)	\$0.00
OPTION PACKAGE		
500A	ORDER CODE 500A	\$0.00
AXLE RATIO		
___	3.65 AXLE RATIO (STD)	\$0.00
PRIMARY PAINT		
JL	DARK TOREADOR RED METALLIC	\$0.00
PAINT SCHEME		
___	STANDARD PAINT	\$0.00
SEAT TYPE		

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
 © Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:
 JAY SCHARFENBERG
 CITY OF WEST ALLIS FIRE DEPT.
 7332 W. NATIONAL AVE.
 WEST ALLIS, WI 53214
 Phone: (414) 302-8902
 Email: jscharfenberg@westal
 liswi.gov

Prepared By:
 SCOTT KUSSOW
 EWALD AUTOMOTIVE GROUP, LL
 36833 E. WISCONSIN AVE.
 OCONOMOWOC, WI 53066
 Phone: (262) 567-5555
 Fax: (262) 560-1303
 Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2018 Fleet/Non-Retail K8A AWD

CATEGORY

Code	Description	MSRP
SEAT TYPE		
9W	CHARCOAL BLACK, UNIQUE HD CLOTH FRONT BUCKET SEATS W/VINYL REAR -inc: driver 6-way power track (fore/aft.up/down, tilt w/manual recline, 2-way manual lumbar, passenger 2-way manual track (fore/aft, w/manual recline) and built-in steel intrusion plates in both front seatbacks	\$0.00
ADDITIONAL EQUIPMENT		
55D	SCUFF GUARDS -inc: Protective wrap edging located on front edge of both rear doors	\$70.00
549	HEATED SIDEVIEW MIRRORS	\$60.00
86L	AUTO HEADLAMP	\$115.00
942	DAYTIME RUNNING LAMPS	\$45.00
86P	FRONT HEADLAMP/POLICE INTERCEPTOR HOUSING ONLY -inc: pre-drilled hole for side marker police use, does not include LED installed lights (eliminates need to drill housing assemblies) and pre-molded side warning LED holes w/standard sealed capability (does not include LED installed lights)	\$125.00
18D	GLOBAL LOCK / UNLOCK FEATURE -inc: Door-panel switches will lock/unlock all doors and rear liftgate, Eliminates overhead console liftgate unlock switch and 45-second timer, Also eliminates the blue liftgate release button if ordered w/Remote Keyless	\$0.00
55F	REMOTE KEYLESS ENTRY KEY FOB W/O KEY PAD -inc: Does not include PATS, 4-key fobs, Key fobs are not fobbed alike when ordered w/Keyed-Alike	\$340.00
60R	NOISE SUPPRESSION BONDS (GROUND STRAPS)	\$100.00
85R	REAR CONSOLE PLATE Contours through 2nd row; channel for wiring.	\$35.00
DEALER INSTALLED / PROCESSING OPTIONS		
<u>.DI-1</u>	FOUR KEYS	\$60.00

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
 © Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:
 JAY SCHARFENBERG
 CITY OF WEST ALLIS FIRE DEPT.
 7332 W. NATIONAL AVE.
 WEST ALLIS, WI 53214
 Phone: (414) 302-8902
 Email: jscharfenberg@westal
 liswi.gov

Prepared By:
 SCOTT KUSSOW
 EWALD AUTOMOTIVE GROUP, LL
 36833 E. WISCONSIN AVE.
 OCONOMOWOC, WI 53066
 Phone: (262) 567-5555
 Fax: (262) 560-1303
 Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

SELECTED MODEL & OPTIONS

SELECTED OPTIONS - 2018 Fleet/Non-Retail K8A AWD

CATEGORY

<u>Code</u>	<u>Description</u>	<u>MSRP</u>
OPTIONS TOTAL		\$950.00

An underlined code indicates that the options have been applied by the dealer. All sales prices established solely by dealer.

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
 © Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File:

Prepared For:
JAY SCHARFENBERG
CITY OF WEST ALLIS FIRE DEPT.
7332 W. NATIONAL AVE.
WEST ALLIS, WI 53214
Phone: (414) 302-8902
Email: jscharfenberg@westal
liswi.gov

Prepared By:
SCOTT KUSSOW
EWALD AUTOMOTIVE GROUP, LL
36833 E. WISCONSIN AVE.
OCONOMOWOC, WI 53066
Phone: (262) 567-5555
Fax: (262) 560-1303
Email: skfleet@ewaldauto.com



2018 Fleet/Non-Retail Ford Police Interceptor Utility AWD K8A

PRICING SUMMARY

PRICING SUMMARY - 2018 Fleet/Non-Retail K8A AWD

	<u>MSRP</u>
Base Price	\$32,320.00
Total Options:	\$950.00
Vehicle Subtotal	\$33,270.00
Advert/Adjustments	\$0.00
Destination Charge	\$945.00
GRAND TOTAL	\$34,215.00

Report content is based on current data version referenced. Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

GM AutoBook, Data Version: 508.0, Data updated 9/12/2017
© Copyright 1986-2012 Chrome Data Solutions, LP. All rights reserved.

Customer File: