



**CITY of NOVI CITY COUNCIL**

**Agenda Item P  
August 12, 2019**

**SUBJECT:** Approval to purchase two (2) 2020 Ford Escapes from Signature Ford, through the Macomb County Cooperative Purchasing Contract, in the amount of \$51,050.

**SUBMITTING DEPARTMENT:** Department of Public Works, Fleet Asset Division  
 Department of Public Works, Engineering Division  
 Community Development

**CITY MANAGER APPROVAL:**

<b>EXPENDITURE REQUIRED</b>	\$ 26,940 101-371.00-983.019 <u>\$ 24,110 101-442.10-983.018</u> <b>\$ 51,050 Total</b>
<b>AMOUNT BUDGETED</b>	\$ 26,950 101-371.00-983.019 <u>\$ 25,000 101-442.10-983.018</u> <b>\$ 51,950 Total</b>
<b>APPROPRIATION REQUIRED</b>	\$ 0
<b>LINE ITEM NUMBER</b>	101-371.00-983.019 101-442.10-983.018

**BACKGROUND INFORMATION:**

The new 2020 Escapes will replace two of the oldest and least reliable vehicles assigned to Community Development and DPW Engineering.

- Vehicle #130 is a 2008 Ford F-150 with 46,993 miles.
- Vehicle #901 is a 2007 Jeep Liberty with 39,568 miles.

The vehicles are currently in working condition, but replacing them now eliminates increased maintenance costs due to undercarriage rusting and age. The Engineering replacement vehicle is more fuel-efficient (Eco-Boost engine with auto start-stop technology) and has updated safety technology, which reduces operating costs and accidents. The Community Development Escape hybrid replacement reduces the fuel consumption and engine idling. Both vehicles align with City Council's sustainability goal to reduce fossil fuel consumption.

**RECOMMENDED ACTION:** Approval to purchase two (2) 2020 Ford Escapes from Signature Ford, through the Macomb County Cooperative Purchasing Contract, in the amount of \$51,050.



July 23, 2019

City of Novi  
Attn: Mike Rhatigan  
45175 W. Ten Mile Road  
Novi, MI 48375

Attn: Mike Rhatigan:

Price on 2020 Vehicle State of Michigan Contract# 071B7700180 and Macomb County Contract# 21-18 Bid:

(1) 2020 Ford Escape 4x4 SE in Oxford White	\$24,110.00 ea
(1) 2020 Ford Escape 4x4 SE Hybrid Sport in Oxford White	\$26,940.00 ea
<b>Total Delivered Price</b>	<b>\$51,050.00</b>

Standard Service Contract: 36,000 miles or 36 months factory Bumper to Bumper Warranty and 60,000miles 60 months Powertrain Warranty . Service to be handled by your local Ford Dealer.

## **Order Cutoff Date: TBD.**

Ford Motor Company does not guarantee delivery---Ford Motor Company will make reasonable efforts to schedule orders received prior to fleet order cut-off date.

Payment requirements: All departments to pay on delivery of vehicle. 30-day grace period will be given if previous arrangements have been made. A \$9.50 per day floor plan will be charged if payment is not at the dealership within 30 days of delivery of the vehicle (s).

If you have any questions please call me, 888-92-FLEET (923-5338)

Respectfully Submitted,

*Bill Campbell*

Bill Campbell  
Government & Fleet Sales

# ALL-NEW 2020 ESCAPE

Small Utilities Class<sup>1</sup>

Models: S, SE, SE Sport, SEL, Titanium



Escape Titanium. Magnetic. Available equipment.



## STANDARD FEATURES

12V powerpoints (3 on S, SE, SE Sport, SEL; 2 on Titanium)

Airbags – Driver's knee, front-seat side, and Safety Canopy<sup>®</sup> System with side-curtain airbags and rollover sensor

Audio – SiriusXM<sup>®</sup> with 6-month All Access trial subscription (SE, SE Sport, SEL, Titanium)

Easy Fuel<sup>®</sup> capless fuel filler

Engine – 1.5L EcoBoost<sup>®</sup> I-3 with Auto Start-Stop Technology (S, SE, SEL)

Engine – 2.5L Atkinson-cycle I-4 Hybrid (SE Sport, Titanium)

FordPass Connect<sup>™</sup> embedded 4G LTE modem powered by FordPass<sup>™</sup> app

Front-wheel drive (FWD)

Intelligent Access with push-button start (SE, SE Sport, SEL, Titanium)

MyKey<sup>®</sup>

Personal Safety System<sup>™</sup> for driver and front passenger with dual-stage front airbags

Remote Start System (SEL, Titanium)

Rotary Gear Shift Dial

SecuriLock<sup>®</sup> Passive Anti-Theft System (S, SE)

Seats – Heated front (SE, SE Sport, SEL, Titanium)

Seats – Rear 60/40 split fold-flat sliding bench

Selectable Drive Modes

SYNC<sup>®</sup> with 4.2" LCD screen in center stack with AppLink<sup>®</sup>, 911 Assist<sup>®</sup> and 2 smart-charging USB ports (S)

SYNC 3 with 8" LCD capacitive screen with AppLink, 911 Assist and 2 smart-charging USB ports (SE, SE Sport, SEL, Titanium)

Tilt/telescoping steering column

Tire Pressure Monitoring System (excludes spare)

Transmission – 8-speed automatic (S, SE, SEL)

Transmission – eCVT (SE Sport, Titanium)

## STANDARD FORD CO-PILOT360<sup>™</sup> TECHNOLOGY

AdvanceTrac<sup>®</sup> with RSC<sup>®</sup> (Roll Stability Control<sup>™</sup>)

Ford Co-Pilot360 – Automatic High-Beam Headlamps • BLIS<sup>®</sup> (Blind Spot Information System) with Cross-Traffic Alert • Lane-Keeping System (includes Lane-Keeping Assist, Lane-Keeping Alert and Driver Alert) • Pre-Collision Assist with Automatic Emergency Braking (AEB) (includes Pedestrian Detection, Forward Collision Warning and Dynamic Brake Support) • Rear View Camera

Post-Collision Braking

SOS Post-Crash Alert System<sup>™</sup>

## AVAILABLE FEATURES

Adaptive Cruise Control with Stop-and-Go and Lane Centering

Cargo mat

Easy Access Cargo Shade

Engine – 2.0L EcoBoost I-4 with Auto Start-Stop Technology; includes 8-speed SelectShift<sup>®</sup> automatic transmission (SEL, Titanium)

Engine block heater

Floor liners

Hands-free foot-activated liftgate

Intelligent all-wheel drive (AWD)

Panoramic Vista Roof<sup>®</sup>

Remote Start System

Roof-rail crossbars

## FLEET EXCLUSIVES

Daytime running lamps (non-configurable)

Privacy glass on rear doors, quarter windows and liftgate (S)

Reverse Sensing System (S, SE, SE Sport)

## 2020 Ford Escape FWD and 4WD Major Standard Equipment

### MECHANICAL

- Electric Parking Brake (Includes Auto Hold)
- Engine – 1.5L EcoBoost® with Auto Start-Stop Technology
- Four-Wheel Disc Brakes with Anti-Lock Brake System
- Towing Pre-Pack
- Transmission – 8-speed Automatic

### EXTERIOR

- Active Grille Shutters
- Black – Molded-in-Color
- Door Handles
- Lower Bodyside Cladding
- Rocker Panel
- Black Upper Window Molding with Black Beltline Molding
- Bumpers/Fascia – Body-Color Upper/Molded-in-Color Lower
- Configurable Daytime Running Lamps (DRL)
- Easy Fuel® Capless Fuel Filler
- Exhaust Tips, Dual – Chrome
- Grille – Black
- LED Taillamps
- Manual Liftgate with Body-Color Handle
- Rear Spoiler – Body Color
- Roof-Mounted Antenna
- Skid Plates – Molded-in-Color Silver, Front and Rear
- Tires
  - 225/65R17 102H All Season A/S BSW 2\_
  - Mini Spare1
- Wheels
  - 17" Steel with Sparkle Silver-Painted Covers
  - Aluminum Mini Space-Saver
  - Wheel Nut Wrench and Jack
- Wipers
  - Windshield – Variable-Intermittent/Continuous
  - Rear Window – Fixed-Intermittent/Continuous

### INTERIOR/COMFORT

- Center Floor Console with Armrest
- Climate Control
  - Cabin Particulate Air Filter
  - Manual Single Zone
- Cruise Control – Steering Wheel Mounted Controls
- Cupholders – (6)
- Driver's Side Footrest
- Floor Mats – Carpeted Front and Rear
- Grab Handles – Front Passenger, Second Row – two (2), includes Coat Hooks.
- Instrument Panel
  - 4.2" Screen
  - EcoMode
  - Ice Blue® Lighting
  - Message Center
  - Outside Temperature Display
  - Trip Computer
- Lighting
  - Front Map Lights
  - Illuminated Entry System with Courtesy Lamp Delay
  - Rear Cargo Area Light
  - Second Row Dome Light
- Powerpoints (12V) – three (3) – Front of Center Console, Rear of Center Console and Cargo Area
- Rotary Gear Shift Dial
- Seats
  - Cloth Bucket
  - Five Passenger
  - 6-Way Manual Driver (Fore/Aft, Up/Down, Recline)
  - 4-Way Manual Front Passenger (Fore/Aft with Manual Recline)
  - Second Row 60/40 Split-Fold-Flat and Sliding
- Steering Column – Manual Tilt/Telescoping
- Steering Wheel – Urethane
- Storage
  - Front Row: Center Console Armrest, Glove Box, Media Bins two (2); in front and in center of the Console, Overhead Console with Sunglasses Storage
  - Visor Vanity Mirrors (Driver and Front Passenger)
  - Windows, Power – Front One-Touch Down Feature (Driver only)

### SAFETY/SECURITY

- AdvanceTrac® with RSC® (Roll Stability Control™)
- Airbags
  - Driver and Front Row Passenger Dual-Stage
  - Driver Knee
  - Front-Seat Mounted Side-Impact

- Safety Canopy® System – Front and Second Row Safety Canopy® Side-Curtain with Rollover Sensor
  - Center High-Mounted Stop Lamp (CHMSL)
  - Curve Control
  - Day/Night Rearview Mirror – Manually Adjustable
  - Door Locks
    - Autolock/Autounlock
    - Child-Safety Rear
    - Power Lock/Unlock
  - Electronic Traction Control
  - Headlamps
    - Courtesy Delay
    - Halogen Reflector
    - Wiper-Activated
  - Head Restraints
    - Two-Way Manually Adjustable Driver and Front-Passenger
    - Two-Way Manually Adjustable Second Row (Left and Right; Center Head Restraint is fixed position.)
  - Hooks – Cargo Tie-Down – two (2), Grocery – two (2)
  - LATCH (Lower Anchors and Tether Anchors for Children) on Rear Outboard Seat Positions
  - Mirrors, Sideview – Power Glass, Manual-Fold and Black Molded-in-Color (MIC) Caps
  - MyKey®
  - Personal Safety System™2
  - Rear-Window Defroster and Washer
  - Safety Belts
    - Front and Second Row – Belt-Minder® (Safety Belt Reminder)
    - Front Row Height Adjustable
    - Second Row Outboard and Center Seat Shoulder
    - Three-Point Safety Belts on all (5) Seating Positions
  - SecuriLock® Passive Anti-Theft System (PATS) (S and SE Series)
  - SOS Post-Crash Alert System™
  - Tire Pressure Monitoring System (TPMS)
  - Torque Vectoring Control
- ### DRIVER ASSIST TECHNOLOGY
- Ford Co-Pilot360™ includes;
- Auto High Beam Headlamps
  - BLIS® (Blind Spot Information System) with Cross-Traffic Alert
  - Lane-Keeping System (includes Lane-Keeping Assist, Lane-Keeping Alert and Driver Alert)
  - Pre-Collision Assist with Automatic Emergency Braking (AEB), Pedestrian Detection, Forward Collision Warning and Dynamic Brake Support
  - Rear View Camera
  - FordPass Connect™
    - 4G LTE Wi-Fi hotspot connects up to 10 devices1
    - Remotely start, lock and unlock vehicle2
    - Schedule specific times to remotely start vehicle2
    - Locate parked vehicle2
    - Check vehicle status2
  - Headlamps – Autolamp (Automatic On/Off)
  - Post-Collision Braking
  - SYNC®
    - Enhanced Voice Recognition Communication and Entertainment System
    - 911 Assist®
    - 4.2" LCD Screen in Center Stack
    - AppLink®
    - Smart Charging USB port – two (2)
- ### FUNCTIONAL
- Audio
    - AM/FM Stereo
    - Six (6) Speakers
    - Speed-Compensated Volume
    - Steering Wheel Mounted Controls
  - Battery Saver
  - Compass
  - Electric Power-Assisted Steering (EPAS)
  - Front and Rear Stabilizer Bar
  - Intelligent Oil-Life Monitor®
  - Provisions for Roof Rack Mounting – Blanking Plugs
  - Remote Keyless-Entry System – Flip Key with Integrated Key FOB
  - Selectable Drive Mode
  - Transmission Oil Cooler
  - Variable-Assist Rack-and-Pinion Steering



<input type="checkbox"/> Base Price FWD Escape SE, U0G/200A	<b>\$23,654.00</b>
<input checked="" type="checkbox"/> Base Price AWD Escape SE, U9G/200A	<b>\$23,985.00</b>

**SE Contains All S Equipment Plus:**

**EXTERIOR**

- Chrome Upper Window Molding with Black Beltline Molding
- Door Handles – Body-Color
- Grille – Chrome Surround
- Privacy Glass – Second Row Side and Liftgate
- Wheels – 17" Shadow Silver-painted Aluminum

**INTERIOR/COMFORT**

- Climate Control – Electronic Automatic Temperature Control (EATC) with Rear Air Duct
- Map Pocket – Front-Passenger Seat Back
- Seats
  - Unique Cloth Bucket
  - Heated Front Row
  - 10-Way Power Driver Seat (includes Power Lumbar and Power Recline)
  - Rear Center Armrest (Fold-Down with Two (2) Cupholders)
- Sliding Sun Visors with Illuminated Vanity Mirrors (Driver and Front Passenger)

**SAFETY/SECURITY**

- Headlamps

- Halogen Projector
- LED Signature Lighting (replaces the standard Configurable Daytime Running Lamps (DRL))

- Mirrors, Sideview
  - Power/Heated Glass
  - Manual-Fold
  - Gloss Body-Color Caps

**DRIVER ASSIST TECHNOLOGY**

- SYNC® 3
  - Enhanced Voice Recognition Communications and Entertainment System
  - 8" LCD Capacitive Touchscreen in Center Stack with Swipe Capability
  - Pinch-to-Zoom capability included when equipped with available Voice-Activated Touchscreen Navigation System
- AppLink®
- 911 Assist®
- Apple CarPlay™ and Android Auto™ Compatibility
- Smart-Charging USB Ports – two (2)

**FUNCTIONAL**

- Audio – SiriusXM® Radio

<u>Optional equipment</u>	<u>Order Code</u>	<u>Price</u>
<input checked="" type="checkbox"/> <b>Ford Co-Pilot360 Assist™</b>	<b>68B</b>	<b>695.00</b>
<ul style="list-style-type: none"> <li>• Adaptive Cruise Control with Stop-and-Go</li> <li>• Voice-Activated Touchscreen Navigation System with Pinch-to-Zoom Capability, SiriusXM Traffic and Travel Link®</li> </ul>		
<input type="checkbox"/> Power Panorama Roof	43M	1495.00
<input type="checkbox"/> Daytime Running Lights	942	45.00
<input type="checkbox"/> Engine Block Heater	41H	35.00
<input type="checkbox"/> Reverse Sensing System	60S	245.00
<input type="checkbox"/> Easy Access Cargo Shade	47B	135.00
<input checked="" type="checkbox"/> <b>All Weather Floor Mats</b>	<b>50C</b>	<b>125.00</b>
<input type="checkbox"/> Cargo Mat	50Q	90.00
<input type="checkbox"/> Remote Start	63D	495.00
<input type="checkbox"/> Splash Guards	63S	210.00

**Total Price \$24,110.00 ea**

**Color and Trim Availability on SE Trim Only**

<u>Exterior Colors</u>		<u>Interior Colors</u>	
		<u>Ebony Black (4H)</u>	<u>Sandstone(4N)</u>
Agate Black	[UM]	[ ]	[ ]
Magnetic Metallic	[J7]	[ ]	[ ]
Ingot Silver Metallic	[UX]	[ ]	[ ]
<b>Oxford White</b>	<b>[YZ]</b>	<b>[ x ]</b>	[ ]
Velocity Blue Metallic	[E7]	[ ]	[ ]
Dark Persian Green Metallic	[D9]	[ ]	[ ]
Desert Gold Metallic	[G6]	[ ]	[ ]
Sedona Orange Metallic	[BP]	[ ]	[ ]
Rapid Red (Extra Cost \$395.00)	[D4]	[ ]	[ ]
Star White (Extra Cost \$595.00)	[AZ]	[ ]	[ ]

<input type="checkbox"/> Base Price FWD Escape SE Sport Hybrid, U0B/201A	\$25,483.00
<input checked="" type="checkbox"/> Base Price AWD Escape SE Sport Hybrid, U9B/201	\$26,815.00

**SE Sport Hybrid Contains All SE Equipment Plus:**

MECHANICAL

- Engine: 2.5L iVCT Atkinson Cycle I-4 Hybrid
- Transmission: eCVT

EXTERIOR

- Black Upper Window Molding with Black Beltline Molding
- Mirrors – Black-Color Caps
- Grille – Black Surround

Wheels – 17” Ebony Black Painted Aluminum Wheel

INTERIOR/COMFORT

- Leather-Wrapped Steering Wheel
- Instrument Panel – 12.3” Full Digital Screen

FUNCTIONAL

- Electronic Fuel Door Release
- Tire Inflator and Sealant Kit ilo

Optional equipment	Order Code	Price
<input checked="" type="checkbox"/> <b>SE Sport Premium Package w/Ford Co-Pilot360 Assist™</b>	<b>68C</b>	<b>3395.00</b>
<ul style="list-style-type: none"> <li>• 19” Machined-face Aluminum with Ebony-painted Pockets Wheels with 225/55 R19 99H All Season (A/S) BSW Tires</li> <li>• ActiveX™ Seating Material</li> <li>• Panoramic Vista Roof® (Power Open/Close with Power Shade) with Includes Roof Rack Side Rails – Black</li> <li>• Power Liftgate</li> <li>• Remote Start System</li> <li>• Adaptive Cruise Control with Stop-and-Go</li> <li>• Voice-Activated Touchscreen Navigation System with Pinch-to-Zoom Capability, SiriusXM Traffic and Travel Link®</li> </ul>		
<input type="checkbox"/> Aluminum Mini Space-Saver Wheel	43M	1495.00
<input type="checkbox"/> Daytime Running Lights	942	45.00
<input type="checkbox"/> Engine Block Heater	41H	35.00
<input type="checkbox"/> Reverse Sensing System	60S	245.00
<input type="checkbox"/> Easy Access Cargo Shade	47B	135.00
<input checked="" type="checkbox"/> <b>All Weather Floor Mats</b>	<b>50C</b>	<b>125.00</b>
<input type="checkbox"/> Cargo Mat	50Q	90.00
<input type="checkbox"/> Remote Start	63D	495.00
<input type="checkbox"/> Splash Guards	63S	210.00

**Total Price \$26,940.00 ea**

Color and Trim Availability on SE Sport Hybrid Trim Only

Exterior Colors	Interior Colors	
	Ebony Black (4H/EH)	Sandstone(4N/EN)
Agate Black [UM]	[ ]	[ ]
Magnetic Metallic [J7]	[ ]	[ ]
Ingot Silver Metallic [UX]	[ ]	[ ]
<b>Oxford White [YZ]</b>	<b>[ x ]</b>	[ ]
Velocity Blue Metallic [E7]	[ ]	[ ]
Dark Persian Green Metallic [D9]	[ ]	[ ]
Desert Gold Metallic [G6]	[ ]	[ ]
Sedona Orange Metallic [BP]	[ ]	[ ]
Rapid Red (Extra Cost \$395.00) [D4]	[ ]	[ ]
Star White (Extra Cost \$595.00) [AZ]	[ ]	[ ]