

**SPIRIT**  
FORD

**Michael White**  
Fleet Manager



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Spirit Ford, Inc.  
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Phone: (734) 529-5521 Ext. 142  
Michael White – Fleet Manager  
Email: [michaelw@spiritforddundee.com](mailto:michaelw@spiritforddundee.com)  
Cell: 248-403-1781

August 7, 2025

**Town of Whitestown** Building Department 6210 Veterans Drive Whitestown, IN 46075  
**Subject:** Bid Response – Work Vehicles RFP

Dear Selection Committee,  
Spirit Ford, Inc. is pleased to submit our bid in response to the Town of Whitestown's **Work Vehicles RFP**. We are offering two (2) new **2025 Ford F-150 4x4 SuperCrew XL** trucks equipped with the **2.7L V6 EcoBoost®** engine, which fully adhere to the minimum specifications outlined in the RFP.

**Vehicle Details:**

- Model: 2025 Ford F-150 4x4 SuperCrew XL
- Engine: 2.7L V6 EcoBoost®
- MSRP: \$50,175
- Applied Discount: \$4,248
- Selling Price per Vehicle: \$45,927
- Grand Total for Two Units: \$91,854
- 3.5L V6 EcoBoost®: +\$2,250
- 5.0L V8: +\$2,400

**Optional Engine Upgrades (per unit):**

These vehicles include all required features such as power windows and locks, Bluetooth/Wi-Fi radio with hands-free capability, heated mirrors, backup camera, USB-A and USB-C ports, and a gasoline engine with automatic transmission. While the XL trim does not include a 120V AC outlet as standard, it is available as an upgrade upon request. Standard exterior color is white; other colors are available upon request.

**Delivery Terms:** Vehicles will be **FBO delivered** to Whitestown within **90 days ARO**, ensuring arrival prior to the requested **December 1, 2025** deadline.

**Warranty Coverage:** Each vehicle includes Ford's standard manufacturer warranty, which provides:  
• 3-year / 36,000-mile bumper-to-bumper coverage  
• 5-year / 60,000-mile powertrain coverage  
**Enclosed with this letter are:**

- Completed Exhibit A – Work Vehicles RFP Form
- Executed Exhibit B – Non-Collusion Affidavit
- Manufacturer specification sheets for the proposed vehicles

We appreciate the opportunity to support Whitestown's fleet needs and look forward to the possibility of working together. Please feel free to contact me directly with any questions or clarifications.

Sincerely,

Michael White -- Fleet Department Manager -- Spirit Ford, Inc.  
Office: (734) 529-5521 ext. 142 Cell: (248) 403-1781



WHITESTOWN RFQ - 1/2 TON WORK TRUCKS

Preview Order W401 - W1L - 4x4 XL SuperCrew : Order Summary Time of Preview: 08/06/2025 09:12:42 Receipt: NA

Dealership Name : Spirit Ford, Inc.

Sales Code : F48430

|              |               |               |            |
|--------------|---------------|---------------|------------|
| Dealer Rep.  | Michael White | Customer Name | Whitestown |
| Type         | Fleet         | Priority Code | L1         |
| Vehicle Line | F-150         | Model Year    | 2025       |
| Order Code   | W401          | Price Level   | 565        |

|                    |             |                    |             |
|--------------------|-------------|--------------------|-------------|
| <b>DESCRIPTION</b> | <b>MSRP</b> | <b>DESCRIPTION</b> | <b>MSRP</b> |
|--------------------|-------------|--------------------|-------------|

|                             |         |                               |     |
|-----------------------------|---------|-------------------------------|-----|
| F150 4X4 SUPERCREW XL - 145 | \$47980 | FORD FLEET SPECIAL ADJUSTMENT | \$0 |
|-----------------------------|---------|-------------------------------|-----|

|                    |     |              |     |
|--------------------|-----|--------------|-----|
| 145 INCH WHEELBASE | \$0 | JOB #2 ORDER | \$0 |
|--------------------|-----|--------------|-----|

|                    |         |                             |     |
|--------------------|---------|-----------------------------|-----|
| TOTAL BASE VEHICLE | \$47980 | FRONT LICENSE PLATE BRACKET | \$0 |
|--------------------|---------|-----------------------------|-----|

|              |     |                    |     |
|--------------|-----|--------------------|-----|
| OXFORD WHITE | \$0 | 50 STATE EMISSIONS | \$0 |
|--------------|-----|--------------------|-----|

|                           |     |                                |     |
|---------------------------|-----|--------------------------------|-----|
| VINYL 40/20/40 FRONT SEAT | \$0 | EXTENDED RANGE 36GAL FUEL TANK | \$0 |
|---------------------------|-----|--------------------------------|-----|

|                   |     |                            |     |
|-------------------|-----|----------------------------|-----|
| MEDIUM DARK SLATE | \$0 | PRICE CONCESSION INDICATOR | \$0 |
|-------------------|-----|----------------------------|-----|

|                      |     |                 |     |
|----------------------|-----|-----------------|-----|
| EQUIPMENT GROUP 101A | \$0 | REMARKS TRAILER | \$0 |
|----------------------|-----|-----------------|-----|

|            |     |                                |     |
|------------|-----|--------------------------------|-----|
| .XL SERIES | \$0 | SPECIAL DEALER ACCOUNT ADJUSTM | \$0 |
|------------|-----|--------------------------------|-----|

|                          |     |                              |     |
|--------------------------|-----|------------------------------|-----|
| .17" SILVER STEEL WHEELS | \$0 | SPECIAL FLEET ACCOUNT CREDIT | \$0 |
|--------------------------|-----|------------------------------|-----|

|                  |     |             |     |
|------------------|-----|-------------|-----|
| 2.7L V6 ECOBOOST | \$0 | FUEL CHARGE | \$0 |
|------------------|-----|-------------|-----|

|                           |     |                                |     |
|---------------------------|-----|--------------------------------|-----|
| ELEC TEN-SPEED AUTO TRANS | \$0 | NET INVOICE FLEET OPTION (B4A) | \$0 |
|---------------------------|-----|--------------------------------|-----|

|                             |     |             |     |
|-----------------------------|-----|-------------|-----|
| .265/70R 17 BSW ALL-TERRAIN | \$0 | PRICED DORA | \$0 |
|-----------------------------|-----|-------------|-----|

|                         |     |                        |     |
|-------------------------|-----|------------------------|-----|
| 3.55 RATIO REGULAR AXLE | \$0 | ADVERTISING ASSESSMENT | \$0 |
|-------------------------|-----|------------------------|-----|

|                    |     |                        |        |
|--------------------|-----|------------------------|--------|
| 6650# GVWR PACKAGE | \$0 | DESTINATION & DELIVERY | \$2195 |
|--------------------|-----|------------------------|--------|

**MSRP**

|                        |          |
|------------------------|----------|
| TOTAL BASE AND OPTIONS | \$50,175 |
|------------------------|----------|

|           |           |
|-----------|-----------|
| DISCOUNTS | -\$ 4,248 |
|-----------|-----------|

|       |          |
|-------|----------|
| TOTAL | \$45,927 |
|-------|----------|

ADDITIONAL \$2250 FOR 3.5L V6 ECOBOOST

ORDERING FIN: QX562 END USER FIN: QX562 PO NUMBER: undefined

ADDITIONAL \$2400 FOR 5.0L V8 ENGINE

**INCENTIVES:**

Acc. Code ID: 10 Contract/Ret #: 05-058S Description: undefined Concession Amount: \$-3300.00

This order has not been submitted to the order bank.

This is not an invoice.

**2:00 p.m., local time, August 21st, 2025**

**PROPOSALS DUE:**

**Whitestown Building Department  
6210 Veterans Dr  
Whitestown, IN 46075**

**Issued By:**

***Work Vehicles***

***REQUEST FOR PROPOSALS***

**TABLE OF CONTENTS**

**SECTION 1. Introduction** ..... 2

**SECTION 2. RFP timeline** ..... 3

**SECTION 3. Questions regarding RFP** ..... 3

**SECTION 4. Pre-proposal meeting** ..... 3

**SECTION 5. Proposal submission** ..... 3

**SECTION 6. Criteria used in evaluating Proposals** ..... 4

**SECTION 7. Proposal evaluation and selection process** ..... 4

**SECTION 8. Proposals** ..... 5

**SECTION 9. General Terms and Conditions of the RFP process** ..... 6

9.1. Information provided ..... 6

9.2. Governing law ..... 6

9.3. Covenant not to sue ..... 6

9.4. Costs and expense of Offerors ..... 6

**Exhibit A** Work Vehicles RFP Form

**Exhibit B** Non-Collusion Affidavit

## SECTION 1. Introduction

The Town of Whitestown (the "Town") hereby requests proposals from interested persons ("Proposals") for two (2) work trucks ("Vehicles") with the following minimum specifications:

### Work Truck Minimum Requirements

- ½ Ton
- Four-wheel drive
- Power windows & locks
- Airconditioning
- Automatic
- Gasoline
- Color preference is White but will consider other options
- Crew Cab.
- Heated Mirrors preferred
- Backup Camera
- AC ports
- USB ports
- Radio with Bluetooth/WIFI pairing and hands-free phone connections.
- Delivery date by December 1<sup>st</sup>, 2025

The purpose of this Request for Proposal ("RFP") is to attract qualified and experienced offerors ("Offerors") who will provide high-quality, well-built, and safe Vehicles in an economical manner. The Town's receipt of any Proposal does not bind or obligate the Town in any manner under any circumstances. The Town will not become legally obligated unless and until a contract to purchase the Vehicles is duly approved by the Town, in its absolute discretion, and is executed by the parties.

All Proposals should be received not later than 2:00 p.m., local time, August 21st, 2025. Any Proposals received after the time specified for receipt may be rejected by the Town.

Whitestown Building Dept.  
 Town of Whitestown  
 Whitestown Municipal Complex  
 6210 Veterans, Drive, Whitestown, IN 46075  
 Attention: Work Vehicle Proposal

The Proposal must be submitted to:

**SECTION 5. Proposal submission**

There will be no pre-proposal meeting.

**SECTION 4. Pre-proposal meeting**

Questions shall be received no later than 4 pm on August 12th, 2025.

Any questions concerning this RFP may be submitted to: Rachel Hammack, via email at rhammack@whitestown.in.gov. No interpretation, explanation, or clarification of the RFP, by any official, consultant, attorney, or other representative of the Town will be considered authoritative or binding on the Town unless contained in a written interpretation, correction, or addendum to this RFP. Official interpretations, corrections, or addendum to the RFP will be made available in writing to all potential Offerors that request copies of such documents.

**SECTION 3. Questions regarding RFP**

The dates set forth herein are merely estimates and the Town reserves the right, in its absolute discretion, to alter any of the dates and the proposed schedule set forth herein.

| EVENT   | DATE                                   |
|---|--|
| RFP Issued  | August 4th, 2025                       |
| Questions Due   | August 12 <sup>th</sup> 2025 by 4 pm   |
| Proposals due to Town   | August 21 <sup>st</sup> , 2025 by 2 pm |
| RFP review, Offeror selection /notification and Contract negotiations finalized | By September 15th, 2025                |

The schedule of events is as follows:

**SECTION 2. RFP timeline**

**SECTION 6. Criteria used in evaluating Proposals**

While cost of the Vehicles is an important criterion to the Town, it will not necessarily be the controlling evaluation factor. The Town will make a determination, in its sole and absolute discretion, as to the most appropriate response to the RFP. The Town requests the following information from the Offerors and such information will be used by the Town in making its final determination:

- (a) Adherence to minimum specifications
- (b) Expediency of delivery
- (c) Warranties included in the Proposal for the Vehicles
- (d) Price: include an all-inclusive price for the Vehicles
- (e) Describe any performance-enhancing, or cost-saving features of the Vehicles that the Offeror believes the Town should consider in making its selection.

**SECTION 7. Proposal evaluation and selection process**

The Proposals will be reviewed by an evaluation panel consisting of individuals selected by the Town.

Proposals will be reviewed using the following criteria:

- (a) Conciseness, responsiveness, and completeness of the Proposal to the information requested as outlined in the RFP;
- (b) Adherence to minimum specifications
- (c) Expediency of delivery
- (d) Warranties
- (e) Price: include an all-inclusive price for the Vehicles
- (f) Performance-enhancing, or cost-saving features of the Vehicles

At the Town's discretion, to further assist in evaluation, some, one, or all responding Offerors may be requested to participate in discussions or negotiations. At

the Town's discretion, the Town may directly negotiate with any one or all Offerors on specifications, price, or any other aspect of the Proposal. The Town may select multiple Offerors for the RFP. The Town may also consider alternative proposals if there is an opportunity for savings and other benefits accruing to the Town.

The Town may investigate the qualifications of any Offeror, require confirmation of information furnished, and require additional evidence of qualifications to provide the Vehicles requested by this RFP. The Town also reserves certain rights, including, but not limited to, the following: (a) Reject any or all Proposals; (b) Issue subsequent RFPs; (c) Cancel the entire RFP; (d) Remedy any errors in the RFP process; (e) Appoint evaluation committees to review qualifications and Proposals; (f) Seek the assistance of outside technical experts in evaluation; (g) Approve or disapprove of the use of particular subcontractors; (h) Establish a shortlist of eligible Offerors for discussions or negotiations after review of Proposals; (i) Negotiate with any or all Offerors; (j) Solicit best and final offers from all, some, or none of the Offerors; (k) Purchase the Vehicles from all, some, or none of the Offerors; (l) Waive informalities and irregularities in the RFP; and (m) Purchase the Vehicles without discussions or negotiations.

The Town's selection of a Proposal will be based on a determination as to which Proposal is in the best interest of the Town. Price will be an important factor in the Town's decision, but it will not be controlling. Any decision made by the Town, including selection of a Proposal, shall be final and is NOT SUBJECT TO APPEAL.

This RFP shall not, in any manner, be construed to be an obligation on the Town to enter a contract or purchase the Vehicles or result in any claim for reimbursement of cost for any efforts expended in responding to the RFP or in anticipation of any contract.

## SECTION 8. Proposals

Offerors shall submit one (1) Proposal originally executed. The proposal must include Exhibit A Work Vehicles RFP Form, Exhibit B Non-Collision Affidavit form, and the manufacture specification sheet for each of the Vehicles. The original should be submitted in a sealed envelope, conspicuously marked: "Work Vehicles Whitestown Building Department." Evidence of financial responsibility is not required to be submitted with the Proposal.

Proposals will be opened so as to avoid disclosure of contents to competing offers during the process of negotiation. However, all Proposals and other documentation arising out of this RFP may be public records that may ultimately be subject to disclosure under Indiana law. If an Offeror believes that any portion of its Proposal may contain proprietary information, then that portion of the Proposal shall be sealed separately and clearly marked "Proprietary Information" and contain a request that such information be treated as confidential. The Town will review and consider such requests, in its sole and absolute discretion.

The Town does not accept any liability under any circumstances for any costs or expenses incurred by Offerors in acquiring, clarifying, or responding to any condition, request, or standard contained in this RFP, including, without limitation, mandatory meetings. Each Offeror that participates in this process does so at its own expense and risk and agrees that the Town shall not reimburse any costs incurred during this process, and each Offeror shall indemnify and hold harmless the Town from and

9.4. Costs and expense of Offerors

It is an express condition of tender and consideration of any Proposal that the Offeror release the Town and all its elected and appointed officials, representatives, attorneys, accountants, engineers and employees from all causes of action, suits, claims or demands which may arise as a result of any decision made as a result of this RFP.

9.3. Covenant not to sue

Indiana law shall govern this RFP and any purchase of Work Trucks resulting from it. The Town requires that all Proposals, comply with all applicable local, state and federal laws, ordinances, and regulations. Notwithstanding any other term or provision of this RFP, all terms and provisions of this RFP are intended to be and shall be construed and interpreted so as to comply with all applicable local, state, and federal laws, rules, regulations, and ordinances. If any provision of this RFP shall transcend the limit of validity prescribed by law, then such provision shall be reduced to the limit of such validity. The provisions of this RFP are severable. In the event one or more provisions contained in this RFP should be invalid or unenforceable, in any respect, the validity, legality, and enforceability of the remaining provisions contained herein, shall not in any way be affected or impaired and shall remain in full force and effect.

9.2. Governing law

Offerors are solely responsible for conducting their own independent research, due diligence, investigations, and other work necessary for the preparation and submission of the Proposals.

9.1. Information provided

**SECTION 9. General Terms and Conditions of the RFP process**

Each Offeror must certify that it has not participated in collusion or other anticompetitive practices in connection with the RFP process by executing and returning with its Proposal the Non-Collusion Affidavit in the form of Exhibit B.

against any claims (including any costs and attorney's fees) for such reimbursement,  
directly or indirectly, made by or on behalf of such Offeror.  
Thank you for your prompt consideration and response to this Request for  
Proposal.

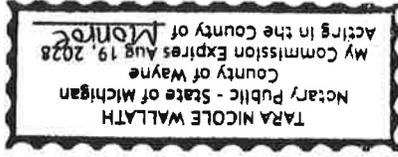
TOWN OF WHITESTOWN

By:



Robert B. Laughlin  
Building Commissioner  
Date: August 5<sup>th</sup>, 2025





9

Residing in Wayne County, State of Michigan

My commission expires: 08/19/2028 (Signed) Tara Wallath

Subscribed and sworn to before me this 16<sup>th</sup> day of August, 2025

STATE OF Michigan COUNTY OF Wayne  
SS: \_\_\_\_\_

*Important - Notary Signature and Seal Required in the Space Below*

Title: \_\_\_\_\_  
Fleet Department Manager

Printed Name: \_\_\_\_\_  
Michael White

Written Signature: \_\_\_\_\_  


[Signature by or on behalf of the Offeror in the spaces provided below shall constitute execution of each and every part of this Proposal. SIGNATURE MUST BE PROPERLY NOTARIZED.]

The individual person(s) executing this Proposal, being first duly sworn, depose(s) and state(s) that the Offeror has not directly or indirectly entered into a combination, collusion, undertaking or agreement with any other offeror or person (i) relative to the price(s) proposed herein or to be bid by another person, or (ii) to prevent any person from submitting a Proposal, or (iii) to induce a person to refrain from submitting a Proposal; and furthermore, this Proposal is made and submitted without reference to any other proposals and without agreement, understanding or combination, either directly or indirectly, with any persons, with reference to such proposals in any way or manner whatsoever.

**NON-COLLUSION AFFIDAVIT**

Exhibit B