



Board of County Commissioners Agenda Request



Requested Meeting Date: December 22, 2015

Title of Item: Purchase vehicle for the Environmental Services Department


<input type="checkbox"/> REGULAR AGENDA <input checked="" type="checkbox"/> CONSENT AGENDA <input type="checkbox"/> INFORMATION ONLY	Action Requested: <input checked="" type="checkbox"/> Approve/Deny Motion <input type="checkbox"/> Adopt Resolution (attach draft)	<input type="checkbox"/> Direction Requested <input type="checkbox"/> Discussion Item <input type="checkbox"/> Hold Public Hearing* <small>*provide copy of hearing notice that was published</small>
Submitted by: Terry Neff, Environmental Services Director		Department: Environmental Services
Presenter (Name and Title): Terry Neff, Environmental Services Director		Estimated Time Needed: N/A
Summary of Issue: At the November 24, 2015 Aitkin County Board of Commissioners meeting the Board approved of obtaining quotes for a newer vehicle and trade in the 2005 Chevy Equinox. We did receive quotes on three used vehicles. After reviewing the three quotes, Nathan Burkett, County Administrator, suggested getting a quote for 2016 Ford Escape based on the price paid recently for vehicles purchased for the motor pool. The quote received was very similar in price to the quotes for the used vehicles.		
Alternatives, Options, Effects on Others/Comments: Purchase a used vehicle for a similar price.		
Recommended Action/Motion: Recommend purchasing the 2016 Ford Escape for the quoted price and trade in of the 2005 Chevy Equinox.		
Financial Impact: Is there a cost associated with this request? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No What is the total cost, with tax and shipping? \$ Approximately \$ 15,990.00 Is this budgeted? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <i>Please Explain:</i> Will use solid waste reserves to pay for the vehicle.		

Legally binding agreements must have County Attorney approval prior to submission.

Aitkin County Environmental Services Planning and Zoning
209 Second Street NW
Room 100
Aitkin, MN 56431
Phone: 218-927-7342
Fax: 218-927-4372



MEMORANDUM

DATE: December 15, 2015
TO: Aitkin County Board of Commissioners
FROM: Terry Neff, Environmental Services Director 
RE: Recommendation to purchase vehicle.

Enclosed are the 4 quotes received for vehicles to replace the 2005 Chevy Equinox in the Environmental Services Department. Three of the quotes received were for used vehicles and one for a new vehicle.

After reviewing the quotes, the new vehicle was similar in price to the used vehicles. Therefore, it is staff's recommendation to purchase the 2016 Ford Escape from Aitkin Motor for \$15,990.00 with the trade in of the 2005 Chevy Equinox.

If you have any questions, feel free to contact me at 218-927-7342 or by e-mail at tneff@co.aitkin.mn.us.

Terry Neff

From: Jeff Kjelstrom [jeffk@aitkinmotorco.net]
Sent: Tuesday, December 15, 2015 11:39 AM
To: 'Terry Neff'
Subject: new 16 ford Escape fwd
Attachments: 16 escape s.pdf

Selling price: \$19,990
Trade in -\$4,000
\$15,990

This unit is here in stock

Thank you

Jeff Kjelstrom

Aitkin Motor Co
108 2nd st NE
Aitkin MN 56431
800-793-9010
Cell 218-820-3586

LOU-004985 MN 9-NORMAL, NB, 104985, FL201 1837

120151201 7450

U/LC CERT CERT CERT TRD U R MN RAMP BUMP CAMP BOOK EXPL

1FMCU0F70 GUB83047 NB



Go Further
ford.com

VEHICLE DESCRIPTION

ESCAPE

2016 ESCAPE S FWD
105.9" WHEELBASE
2.5L DURATEC I-4 ENGINE
6-SPEED SELECTSHIFT AUTO TR

GU B83047

EXTERIOR: MAGNETIC
INTERIOR: CHARCOAL BLACK CLOTH SEATS

STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE

EXTERIOR

- 17" STEEL WHEELS
- DUAL POWER MIRRORS
- HALOGEN HEADLAMPS
- HEADLAMP COURTESY DELAY
- INTEGRATED BLIND SPOT MIRR

INTERIOR

- BUCKET SEATS-MANUAL 5-WAY DRIVER, 4-WAY FRONT PASS
- 60/40 SPLIT FOLD REAR SEAT
- COAT HOOKS, 2
- DUAL VANITY MIRRORS
- FLOORMATS-1ST AND 2ND ROW
- ICE BLUE LIGHTING
- ILLUMINATED ENTRY SYSTEM
- TILT STEERING WHL/ CRUISE & AUDIO CONTROLS

FUNCTIONAL

- 6-SPEED SELECTSHIFT TRANS
- AIR CONDITIONING
- AM/FM SINGLE CD W/MP3
- BATTERY SAVER FEATURE
- MYKEY
- POWER LOCKS AND WINDOWS
- POWER STEERING W/EPAS
- POWERPOINTS (4)
- REAR VIEW CAMERA
- REMOTE KEYLESS ENTRY
- SYNC

SAFETY/SECURITY

- ADVANCETRAC WITH RSC
- AIRBAG - DRIVER KNEE
- AIRBAGS - DUAL STAGE FRONT
- AIRBAGS - FRONT SEAT MOUNTED SIDE IMPACT
- AIRBAGS - SAFETY CANOPY
- LATCH CHILD SAFETY SYSTEM
- PERSONAL SAFETY SYSTEM
- SECURILOCK PASS ANTI THEFT
- SOS POST CRASH ALERT SYS
- TIRE PRESSURE MONITOR SYS

WARRANTY

- 5YR/60,000 BUMPER / BUMPER
- 5YR/60,000 POWERTRAIN
- 5YR/60,000 ROADSIDE ASSIST

INCLUDED ON THIS VEHICLE	(MSRP)	PRICE INFORMATION	(MSRP)
EQUIPMENT GROUP 100A		BASE PRICE	\$23,590.00
OPTIONAL EQUIPMENT/OTHER	NO CHARGE	TOTAL OPTIONS/OTHER	
ENGINE BLOCK HEATER		TOTAL VEHICLE & OPTIONS/OTHER	\$23,590.00
		DESTINATION & DELIVERY	895.00
		TOTAL BEFORE DISCOUNTS	24,485.00
		SYNC AND SOUND DISCOUNT	490.00
		TOTAL SAVINGS	400.00

RA2K		TOTAL MSRP	\$23,995.00
RAIL	FL201 N RB 2K 635 004985 11 20 15		

EPA DOT Fuel Economy and Environment

Fuel Economy

25 MPG
combined city/hwy

22 MPG
city

31 MPG
highway

4.0 gallons per 100 miles

Small SUVs range from 18 to 33 MPG. The best vehicle rates 119 MPGe.

You save **\$0** in fuel costs over 5 years compared to the average new vehicle.

Annual fuel cost **\$1,800**



Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 25 MPG and costs \$9,000 to fuel over 5 years. Cost estimates are based on 15,000 miles per year at \$3.00 per gallon. MPGe is miles per gasoline gallon equivalent. Vehicle emissions are a significant cause of climate change and smog.

fuelconomy.gov

Calculate personalized estimates and compare vehicles

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★★★★★
Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash Driver ★★★★★
Passenger ★★★★★

Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles of similar size and weight.

Side Crash Front seat ★★★★★
Rear seat ★★★★★

Based on the risk of injury in a side impact.

Rollover ★★★★★
Based on the risk of rollover in a single-vehicle crash.

Star ratings range from 1 to 5 stars (★★★★★), with 5 being the highest. Source: National Highway Traffic Safety Administration (NHTSA).
www.safercar.gov or 1-888-327-4236



1FMCU0F70GUB83047

FORD PROTECT
Insist on Ford Protect! The only extended service plan fully backed by Ford and honored at every Ford dealership in the U.S., Canada and Mexico. See your Ford dealer for additional details, or visit www.FordOwner.com for more information.

FORD CREDIT
Choose the vehicle you want. Whether you decide to lease or finance, you'll find the choices that are right for you. See your Ford Dealer for details or visit www.FordCredit.com.

Gasoline Vehicle

Smog Rating (tailpipe only)

Best



J.D. Power named the 2015 Ford Escape "Highest Ranked Compact SUV in Initial Quality in a Tie."
The 2015 Ford Escape received the lowest number of problems per 100 vehicles among compact SUVs in its class in the proprietary J.D. Power 2015 Initial Quality Study™. Study based on responses from 64,393 new-vehicle owners, measuring 354 models and models' opinions after 90 days of ownership. Prep study results are based on experiences and perceptions of owners surveyed in February-March 2015. Your experiences may vary. Visit jdpower.com.

Scan this code to experience the vehicle or text 1FGUB83047 to 40028
or Visit ford.com/windowsticker
Standard messaging & data plan rates may apply.

[\(http://www.recreditrepair.com/videos/brandmotors/\)](http://www.recreditrepair.com/videos/brandmotors/)

14873 113TH ST, LITTLE FALLS, MN 56345
SALES : (877) 280-4374
 SERVICE : (866) 250-7921
 PARTS : (866) 262-0573



[\(http://www.brandmotors.com/review-24330/\)](http://www.brandmotors.com/review-24330/)

2015 Jeep Compass Sport 4x4 SUV

Value Your Trade-In
 Find out here in just 2 easy steps.

Credit Score Estimate
 NO Bureau Check or SSN Required

Photos Video



- \$ ~~20,460~~**
Final Price
- 2.4L I-4 cyl**
- Bright White Exterior Color**
- Model Code: MKJE49
- Stock #: 4059
- VIN: 1C4NJDBB3FD151733
- Mileage: 23100**

Quote on back

Vehicle Located At:

Brand Motors
 14873 113th St
 Little Falls MN 56345

Call (877) 280-4374

Trade-In Appraisal

Detailed Pricing

Price \$20,460

Sample Payment: **\$304** /mo

72 Months @ 3.9% A.P.R. (estimated financing rate)
 (\$1,000 Down Payment)

[Calculate another payment](#)

Vehicle Comments

Comments: This vehicle won't be on the lot long! Worthy equipment and features in an attainable package with perfect midsize proportions! With fewer than 25,000 miles on the odometer, this 4 door sport utility vehicle prioritizes comfort, safety and convenience. Top features include air conditioning, front fog lights, a roof rack, and a split folding rear seat. Smooth gearshifts are achieved thanks to the 2.4 liter 4 cylinder engine, and for added security, dynamic Stability Control supplements the drivetrain. Four wheel drive allows you to go places you've only imagined. Our team is professional, and we offer a no-pressure environment. They'll work with you to find the right vehicle at a price you can afford. We are here to help you.

Detailed Specifications

Convenience Features

Driver vanity mirror

Air conditioning

Passenger vanity mirror

Rear beverage holders

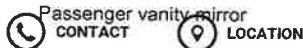
Passenger door bin

Speed control

Tilt steering wheel

Front beverage holders

Driver door bin



LIVE CHAT



Finance Payment Options

Customer Name	Aitkin County	Deal Date	12/09/15 2:49PM
Address	209 2nd St Nw	Home Phone	(218) 927-7340
	AITKIN, MN 56431-1269	Work Phone	(218) 927-7340
Email Address		Cell Phone	
Stock #	VIN	Salesperson	Scott Wold
Year 2015	Make Jeep	Model Compass or patriot	Trim Odometer 0

Trade Vehicles Trade Value: 5,000.00

Year 2005	Make Chevrolet	Model Equinox LS 4D SUV AWD	VIN 2CNDL23F256146835	Odometer 56,000
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Payment Options

Cash Deal

Cash Payment Amount
13,575.00

Loan Details

Market Value	\$	20,460.00
Brandl Discount	\$	1,960.00
Accessories	\$	
Brandl Value Price	\$	18,500.00
Trade Value	\$	5,000.00
Sales Sub Total	\$	13,500.00
Tax	\$	
Doc Fee	\$	75.00
Fees	\$	
Trade Balance	\$	
Net Sales Price	\$	13,575.00
Non Tax Value Adds Balance	\$	
Cash Down	\$	
Amount Financed	\$	13,575.00
Days to First Payment		45

Diff Fee - 4

*Quote with
 ☐ TAX / License*

<u>Value Adds (included in cost)</u>	<u>Extended Service Contract</u>
	\$ 0.00
	<u>Gap Protection</u>
	\$ 0.00
	<u>Maintenance Product</u>
<u>Value Adds Total</u>	\$ 0.00

Payment Options	Loan/Lease
Desired Payment	\$ _____
Cash Down	\$ _____
<input type="checkbox"/>	_____ Customer's Signature
<input type="checkbox"/>	_____ Manager's Signature

Sedans (1)

- *Must have four doors, automatic transmission, power steering, air conditioning, 30,000 miles or less with available warranty (preferred)*
- *3 Sets of Keys*

Vehicle Identification Number	Year	Make	Model	Current Miles	Engine	Remaining Warranty	Features – Check all applicable options					2005 Chevy Equinox	Quote
							Power Locks	Power Windows	Remote Entry	Rear Defrost	Cruise Control	Trade in Value	
1FMCU9GX5EUC22294	2014	FORD	ESCAPE 4X4	24505	1.6L 4 CYL	TO 60,000 powertrain	Yes	Yes	Yes	Yes	Yes	\$3,600	\$20,850 LESS TRADE
1FMCU9G92DUD88529	2013	FORD	ESCAPE 4X4	32700	2.0L 4 CYL	TO 60,000 Powertrain	Yes	Yes	Yes	Yes	Yes	\$3,600	\$19,600 LESS TRADE

Vendor AITKIN MOTOR CO

Printed Name of Person Submitting Quote JEFF KJELSTROM

Signature of Person Submitting Quote _____

Date 12/10/2015