

City and County of San Francisco
 Office of Contract Administration
 Purchasing Department
 City Hall, Room 430
 1 Dr. Carlton B. Goodlett Place
 San Francisco, CA 94102-4685



Contract Modification 1

Pick Up Trucks, Sports Utility Vehicles and Vans

Vendor Name: Hansel Ford
Sales Rep: Darron Kendall
Address: 3075 Corby Street
 Santa Rosa, CA 95407
E-mail: dkendall@hanselford.com

Date: December 1, 2012
Buyer Name: Daisy Aguallo
Term contract: 72502
City Blanket No.: N/A
Type: Indefinite quantity
Not-to-exceed amount: \$3,600,000

The history of this contract and its modifications is as follows:


| Modification | Start date | End date | Amount | Other changes |
|-------------------|------------|----------|-------------|--|
| Original contract | 06/01/11 | 05/31/14 | \$3,600,000 | |
| | 12/01/12 | 05/31/13 | \$ | Increase in unit cost Update Contract Conditions Remove vehicles from contract |

This modification 1 changes the contract as follows:

- It increases pricing for base vehicles per the annual percentage increase based on MSRP. See Attachment A.
- It updates the terms and conditions of the contract. See Attachment B.
- Remove three vehicles from contract. See Attachment C.

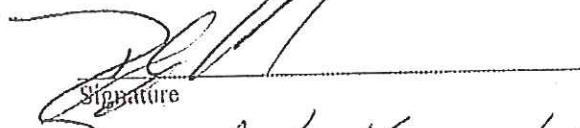
All other terms and conditions remain the same.

Approved by the City:


 Jaci Fong, Director of OCA and Purchaser

12/28/2012
 Date

Approved by Contractor:


 Signature

12/28/2012
 Date

Name and title

Director of Fleet & Commercial Sales
 Hansel Auto Group

This modification 1 changes the contract as follows:

| Item Description | Make & Model | Engine | Original Bid Price | Increase Mod.1 Price |
|--|---------------------|---------|--------------------|----------------------|
| Item 1: Four Door Compact SUV 4 x 2 (Gasoline) | Ford Escape XLT | 2.5L I4 | \$19,592.98 | REMOVED FROM TC |
| Item 2: Four Door Compact SUV 4 x 4 (Gasoline) | Ford Escape XLT | 2.5L I4 | \$21,124.20 | REMOVED FROM TC |
| Item 3: Four Door Compact SUV 4 x 2 (Hybrid) | Ford Escape Hybrid | 2.5L I4 | \$28,732.38 | REMOVED FROM TC |
| Item 4: Four Door Mid-Size SUV 4 x 2 (Gasoline) | Ford Explorer | 3.5L V6 | \$23,383.50 | \$ 23,947.56 |
| Item 5: Four Door Mid-Size SUV 4 x 4 (Gasoline) | Ford Explorer 4x4 | 3.5L V6 | \$25,199.10 | \$ 25,766.68 |
| Item 9: 1 Ton 12 Seat Passenger Van (Gasoline) | Ford E350 Wagon | 5.4L V8 | \$21,928.98 | \$ 22,486.65 |
| Item 11: 1/2 Ton Cargo Van (Gasoline) | Ford E150 Cargo Van | 4.6L V8 | \$17,365.50 | \$ 17,896.41 |
| Item 13: 3/4 Ton Cargo Van (Gasoline) | Ford E250 Cargo Van | 4.6L V8 | \$18,562.98 | \$ 19,109.36 |
| Item 15: 1 Ton Cargo Van (Gasoline) | Ford E350 Cargo Van | 5.4L V8 | \$20,878.38 | \$ 21,432.43 |
| Item 19: 1/2 Ton Regular Cab Pickup Truck 4x2 with an 8 foot bed (Gasoline) | Ford F150 F1C | 5.0L V8 | \$17,940.78 | \$ 18,649.13 |
| Item 20: 1/2 Ton Extended Cab Pickup Truck 4x2 with an 8 foot bed (Gasoline) | Ford F150 X1C | 5.0L V8 | \$21,592.38 | \$ 22,320.63 |
| Item 21: 1/2 Ton Crew Cab Pickup Truck 4x2 with an 6 1/2 foot bed (Gasoline) | Ford F150 W1C | 5.0L V8 | \$22,780.68 | \$ 23,545.65 |
| Item 22: 1/2 Ton Regular Cab Pickup Truck 4x4 with an 8 foot bed (Gasoline) | Ford F150 4x4 F1E | 5.0L V8 | \$21,001.80 | \$ 21,907.42 |
| Item 23: 1/2 Ton Extended Cab Pickup Truck 4x4 with an 8 foot bed (Gasoline) | Ford F150 4x4 X1E | 5.0L V8 | \$24,478.98 | \$ 25,441.15 |
| Item 24: 1/2 Ton Crew Cab Pickup Truck 4x4 with an 6 1/2 foot bed (Gasoline) | Ford F150 4x4 W1E | 5.0L V8 | \$25,484.70 | \$ 26,335.82 |
| Item 26: 3/4 Ton Extended Cab 4 x 2 Pickup Truck with an 8 foot bed (Gasoline) | Ford F250 X2A | 6.2L V8 | \$21,879.00 | \$ 22,637.45 |

51. Reports by Contractor

Multi-Year Term Contract

In January of each year, Contractor must furnish a report of the total items ordered under this contract during the preceding twelve months. The report must be in a format acceptable to the City and must list by department or location the following: (1) all items awarded under this contract; and, (2) total quantity and dollar value of each item ordered, including items for which there were no orders. Contractor must also furnish a separate similar report for the total of all items ordered by City which are not part of this contract. The report should be submitted in soft copy or electronic copy. Any files larger than 10MB must be submitted by mail on a CD-ROM or USB drive.

Contractor shall send the reports to:

OCAVendor.Reports@sfgov.org
Re: Term Contract No. 72502

The following vehicles have been removed from this contract:

Item #1: Ford Escape 4 x 2 XLT

Item #2: Ford Escape 4 x 4 XLT

Item #3: Ford Escape 4 x 2 Hybrid