Negotiated Bid 24-76190 – Mid-Size Sedans and SUVs

Clarification Questions for

Bloomington Ford, Inc.  
 **Responses Due: August 10, 2023, by 10:00 AM EST**

***Instructions:*** *Please provide responses to the clarification questions below. Information provided in the clarification responses will be considered as part of the respondent’s proposal.*

1). Attachment G:

U.S. Manufactured Product Preference (IC 5-22-15-21) was claimed. However, there was no response to the directive to list what line items this preference will apply to. Complete an updated Attachment G to provide an answer or understand that the U.S. Manufactured Product Preference is not applied.

2). Negotiated Bid 24-76190, Section 1.7 Due Date for Bid Responses: “No more than one proposal per Respondent may be submitted.”

Category Full-Size SUV: Bloomington Ford proposed two vehicles for this category. Submit a new Bid Cost spreadsheet to reflect a single proposed Full-Size SUV or understand the Bid Cost spreadsheet provided may be disqualified due to non-compliance of instructions.

3). Bid Cost spreadsheet proposed the Ford Explorer 4x4 Base. Is Ford offering the base level Explorer for government sales?

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| Ford has not indicated anything to the effect that they are not going to offer the Explorer to governments for 2024. We feel that they will allow government orders. Ford has, on the other hand, excluded the Ford Escape (small SUV) and the Ford Ranger, compact truck from government orders. The 2024 Ford Explorer was assigned a Government Price Co0ncession by Ford Government Sales for this bid, so YES, we will offer the Explorer for the 2024 model year. |

4). The Ford Explorer was proposed as a Full-Size SUV. Does Ford define the Explorer as Mid-Size or Full-Size SUV?

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| We don’t call the Explorer a Mid-sized unit. Ford doesn’t categorize vehicles as a particular size.... EPA does categorize the Explorer as a STANDARD SUV. As well as the Ford Expedition, which is clearly larger, but is still EPA-classified as STANDARD. But EPA considers both the Ford Escape and the Ford Edge SUVs as “small” SUVs, even though the Edge is a clearly larger SUV. Ford does not use arbitrary classifications, leaving that up to the EPA. |