



Linda Dunshee
Executive Director
Link Associates

Dear Linda,

Thank you for the opportunity for Stivers Ford Lincoln to once again provide vehicles to Link Associates. Your questions in your letter dated 06/28/2018 are important to us, and addressed accordingly below.

Question 1.

- (a) Stivers would propose to remove and replace the oldest and highest mileage units first. We recommend starting with the over 200,000 mile units, then 150,000-200,000 miles and so on as your budget permits. We can provide disposal of these units for cash, or you may also consider using them as money down to reduce the lease payments up to 20% maximum.
- (b) After the most urgent vehicles are replaced, we can accommodate your schedule to replace the balance of the units through factory orders and upfits.

Question 2.

- (a) In the event of a donated vehicle, we can add a maintenance contract and depending on the age and mileage an extended service plan for the corresponding fee.

Question 3.

Early termination on a Ford Credit Trac lease does require the balance of the lease payments to be made. However, Stivers Ford would help purchase any units that would reduce amounts owed to less than the balance of the lease payments. Whichever is least expensive for you. If the balance of the payments are not made, or the vehicle is not paid off through purchase, they would be in default.

Question 4.

Stivers Commercial Solutions are designed to eliminate any guesswork in fleet management, other than tires. (To help mitigate this we offer a low price tire guarantee.) The proposals you have cover the vehicles for the entire term of the lease. Unless there is a unit that is getting more use than anticipated,



we would recommend vehicle rollover(replacement) at the end of the term. We can, however, accommodate rollovers in the last half of the term.

Question 5.

Utilizing your current GPS program is the best way to manage driver's use of the units. If you are unhappy with your current telematics program, we can offer some alternatives. . Included in this package will be pickup and delivery of units operating in the metro area with priority scheduling for Link vehicles.

Question 6.

Your exposure in this instance would be the cost of any repairs.

Other programs that are available at no charge are;

Commercial line of credit

Ford Fleet care-free consolidated billings that includes enhanced roadside assistance anywhere

Stivers Ford hours for parts and service 7AM-Midnight Monday through Friday. Quicklane service for maintenance items is also open Saturday 730am-4pm.

We hope this answers your questions. Stivers Ford Commercial Business Solutions is just that- a SOLUTION-not a rigid program without flexibility.

Thank You

Dave Dowie

Stivers Ford Commercial Sales



6/28/18

Dave Dowie
Stivers Ford
1450 E Hickman Rd
Waukie Iowa 50263
Des Moines, Iowa 50309

Dear Dave,

Link Associates thanks you for submitting information and a response to our Request for Proposal for the Fleet Leasing Project. I apologize that my timeline has been delayed, but we have needed to coordinate this decision among both the Link Associates Board of Directors, Buildings and Grounds Committee and the Link Foundation.

I have met with the two governing bodies jointly and we have a few more questions e need clarification on as we can finalize our decision.

1. The current vehicle list with actual mileage is attached. In review of this list please outline your proposal for turning over the fleet.
 - a. Listed by vehicle, which vehicles would you prioritize as priority to help us immediately market so we can sell and replace with leased vehicles?
 - b. What would your projected timeline be to transition the remaining vehicles after the urgent need ones replaced?
2. Is your Lease Fleet Management proposal an all or nothing proposal for Link's vehicles?
 - a. If a family or donor were to donate a vehicle for our use, would that conflict with your proposal to manage the fleet?
3. In the event that the funding or scope of our transportation program were to change dramatically reducing our need for the entire fleet, what, if any are the penalties for early termination?
4. As the lease manager, would you recommend vehicle rollover at:
 - The end of the bumper to bumper warranty limit
 - The end of an extended warranty limits
 - The end of the powertrain warranty limit
 - The end of the specific mileage limits
 - At a specific vehicle age limit
5. What recommendations, data and support do you provide to help us manage the fleet to ensure the most efficient outcome for Link?
6. What is our exposure to vehicles that are over the warranty?

If you can provide us with these answers no later than 7-15-18, our Foundation and Board will be able to make a decision shortly thereafter. If you have any questions, please contact me at 515-262-8888 or at ldunshee@linkassociates.org.

Sincerely

Linda Dunshee

Linda Dunshee, Executive Director

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