



# County of Fairfax, Virginia

## NOTICE OF AWARD

Date of Award: August 9, 2022

**CONTRACT TITLE:** Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

**CONTRACT NUMBER:** 4400011444  
(Sourcewell Contract #091521-NAF)

**CONTRACT TYPE:** Cooperative Contract (CC)

**NIGP CODE:** 07104, 07180

**CONTRACT PERIOD:** Date of Award through November 8, 2025

**RENEWALS:** One (1) one-year Renewal Option upon request of Sourcewell and written agreement with the Contractor  
(Pursuant to Sourcewell Contract #091521-NAF)

**PAYMENT TERMS:** Net 20 Days with a 10-Day Grace Period

**DELIVERY:** FOB Destination

**PRICES:** See Attached Pricing Schedule

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**CONTRACTOR:**  
72 Hour, LLC  
Dba National Auto Fleet Group  
490 Auto Center Drive  
Watsonville, CA 95076

**SUPPLIER CODE:**  
1000049325

Contact: Neil Carroll, Director of Sales  
Telephone: 1 (855) 289-6572  
E-mail: [fleet@nationalautofleetgroup.com](mailto:fleet@nationalautofleetgroup.com)

Contact: Jesse Cooper, Fleet Manager  
Telephone: (951) 440-0585  
E-mail: [jcooper@nationalautofleetgroup.com](mailto:jcooper@nationalautofleetgroup.com)

**DPMC CONTACT:** Krystyna Watts, Contract Specialist  
Telephone: (703) 324-3279  
Fax: (703) 324-3228  
E-mail: [krystyna.watts@fairfaxcounty.gov](mailto:krystyna.watts@fairfaxcounty.gov)

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**Department of Procurement & Material Management**  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
**Website:** [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
**Phone** (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228

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ORDERING INSTRUCTIONS:

Upon approval by the Department of Vehicle Services, County departments may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.



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Krystyna Watts  
Contract Specialist I

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e  
DVS – Howard Frame/e

Contract Specialist – Krystyna Watts  
ACS, Team 1 – Chan Park  
Supplier Diversity – Chris McGough/e

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Pricing Schedule

**National Auto Fleet Group contract #091521-NAF** pricing utilizes a percentage off MSRP/List. National Auto Fleet Group offers pricing discounts ranging from 24.45% down to -5.19% across 15 manufacturers depending on the model. All vehicles can come with or without up-fitting from our national supplier or your local up fitter. Inquire within.

Pricing can be obtained using two methods:

1. Online ordering process using [www.NationalAutoFleetGroup.com](http://www.NationalAutoFleetGroup.com). Once the Sourcewell member registers on the NAFG website, they then can build the desired vehicle to their specifications. The member then builds the vehicle and obtains an online quote for that specific vehicle.  
*\*Sourcewell pricing is built right into the NAFG site.*
2. The Sourcewell member can also reach out to National Auto Fleet Group directly (1-855-289-6572) to have an associate help guide your agency with the appropriate vehicles to fit your need.

Manufacturer	Discount Range
Chevrolet	-.077 to 24.45%
Ford Motor Company	-5.19 to 23.31%
GMC	6.14 to 22.45%
Ram	4.99 to 14.23%
Dodge	3.09 to 9.96%
Jeep	1.38 to 4.17%
Chrysler	1.65 to 4.55%
Toyota	.03 to 8.98%
Honda	1.34 to 4.9%
Nissan	-.085 to 14.61%
Buick	2.36 to 6.08%
Kia	.69 to 8.39%
BMW	3.8 to 4.77%
Cadillac	4.22 to 6.77%
Volkswagen	2.17 to 2.46%