



October 20, 2004

Dear GSA Automotive Customer:

GSA would like to announce the award of contracts covering passenger cars and light trucks for the 2005 model year. Contracts have been awarded to General Motors Corporation, Ford Motor Company and DaimlerChrysler Corporation (Honda's offer is currently under evaluation). We at GSA are excited about the pricing the Government received for the 2005 model year. There have been many changes incorporated into the 2005 contracts, including new minimum requirements, new equipment options and new line items. The following helpful hints are intended to answer many of your questions:

- GSA Automotive accepts only electronic orders for vehicles available through GSA AutoChoice.
- All customers using AutoChoice in accordance with Federal Acquisition Regulation (FAR) 15.505 must perform a best value determination in selecting the lowest price vehicle as equipped to meet your agency mission. This documentation is required to be furnished in your records along with a copy of the price comparison page of AutoChoice. All orders placed thru AutoChoice are subject to review and inspection by the Inspector General. Additionally, if you select a vehicle that does not represent the lowest priced vehicle, a justification by your Contracting Officer is required to be on file.
- Items 11A and 11B of Federal Vehicle Standards 122AW are classified as Class IV – Large Sedans and in accordance with Federal Procurement Regulations 102-34.45, a justification by your agency head or his designee is required to be kept in your file when purchasing Class IV Sedans through AutoChoice.
- Many equipment options have been made standard for 2005 that were available as optional equipment in the 2004 model year. If you are not finding an option code under the optional equipment section of the Federal Standard or in AutoChoice, please consult the Minimum Requirements page/tab to see if what you are looking for is now standard equipment. If an option is listed in the Minimum Requirements page/tab and the manufacturer has "Comply" beneath its heading, the equipment option is standard on the model.

- New for 2005 we have indicated options as Stand Alone, Package or Not Available. The significance of this change is for the first time AutoChoice will identify equipment options that are included or excluded when an option is designated as a “Package”. An option designated as a package will illustrate which optional equipment is included, excluded or requires another option when that option is selected. When an option code is designated as Stand Alone it signifies that the optional equipment can be ordered without any exclusions, inclusions or further requirements.
- Information in AutoChoice is the most up-to-date and takes precedence over any information cited in the Federal Vehicle Standards. The Federal Vehicle Standards are published before contracts are awarded to assist you in preparing for your needs. However, changes to the Federal Vehicle Standards are made during the contract negotiation period. Revisions to the Federal Vehicle Standards will be posted on GSA Automotive’s website.
- The most up-to-date available colors are those listed in AutoChoice. When a color is no longer available from a specific manufacturer, the manufacturer will notify GSA and we will remove it from the system.
- It is anticipated that 2005 pricing for Body Trucks and Ambulances will be available by the middle of November. In addition, the 2005 pricing for Medium and Heavy Trucks is anticipated to be available by the end of November.
- The following GSA Automotive associates can assist you with questions specific to a particular manufacturer:

Light Trucks (4x4, 4x2), Vans, SUVs

General Motors/DaimlerChrysler – Dallas Brewer (703) 308-0823 dallas.brewer@gsa.gov
Ford Motor Company – Les Kramer (703) 308-4186 leslie.kramer@gsa.gov

All Sedans (regardless of manufacturer)

Deborah Okon (703) 308-4674 deborah.okon@gsa.gov

- The following online resources can assist you in researching your vehicle needs. We at GSA have made an effort to provide you with the most up-to-date information as we receive it from the manufacturers. We have provided these resources to you as tools for ensuring appropriate vehicle and related option selection.

AutoChoice, GSA Automotive’s web-based electronic ordering and pricing system:

www.gsa.gov/autochoice

2004 Federal Vehicle Standards:

www.gsa.gov/vehiclestandards

GSA Automotive website:

www.gsa.gov/automotive

Our goal at GSA Automotive is to do everything we can to ensure that you, our valued customer, receive the desired vehicles for your agency based on your best value decisions. We are here to assist you in any way we can, and have provided this memo to you in electronic version with hyperlinks as a tool for your order placement. We hope you are as excited as we are about GSA's 2005 vehicle prices and look forward to a successful contract year. If you have any questions about the content of this message please contact me at denise.banks@gsa.gov or on (703) 308-4576.

Sincerely,

Denise Banks
Director, Light Vehicles Division
GSA Automotive