



Call Us first, for all of your Fleet Automotive, & Light Truck needs.

Quote

PHONE (800) ALANJAY (252-6529)	DIRECT 863-385-9610	WWW.ALANJAY.COM	45981-2
Corporate Office	MOBILE 904-838-4999	Mailing Address	P.O. BOX 9200
2003 U.S. 27 South Sebring, FL 33870	FAX 863-402-4221		Sebring, FL 33871-9200

ORIGINAL QUOTE DATE
6/28/2023

QUICK QUOTE SHEET

REVISED QUOTE DATE
6/28/2023

REQUESTING AGENCY	COCOA, CITY OF
CONTACT PERSON	TONY JONES
PHONE	321-433-8766
MOBILE	321-355-8926
FAX	321-433-8768
EMAIL	TJONES@COCOAFI.ORG

SOURCEWELL (FORMERLY NJPA) CONTRACT # 2023 091521-NAF & 060920-NAF www.NationalAutoFleetGroup.com

MODEL	2532	MSRP	\$27,315.00
2023 TOYOTA CAMRY LE I4			

CUSTOMER ID BASE VEHICLE PRICE \$26,249.00

BED LENGTH SEDAN

** All vehicles will be ordered white w/ darkest interior unless clearly stated otherwise on purchase order.

FACTORY OPTIONS	DESCRIPTION	
040	Exterior Color, ICE CAP	\$0.00
FA20	BLACK, FABRIC SEAT TRIM	\$0.00
2.5 L	CAMRY Engine: 2.5L I-4 DOHC 16-Valve -inc: VVT-i intake and exhaust, Engine Auto Stop-Start Feature, Transmission: 8-Speed Direct Shift ECT-i Automatic -inc: sequential shift mode Front-Wheel Drive	\$0.00
PW PL	PWR WINDOWS AND LOCKS (INCL)	\$0.00
PBS	Remote Keyless Entry & Push Button Start	\$0.00
BT	BLUE TOOTH (STD)	\$0.00
MR20	All Weather Floor Mats with All Weather Cargo Mat	\$409.00
BUC	FACTORY BACK UP CAMERA(STD).	\$0.00
ESTIMATE	ESTIMATED INCREASE - 2024 ORDER BANK NOT YET OPEN. THIS IS A BUDGE QUOTE ONLY. ACTUAL 2023 PRICE MAY VARY UP OR DOWN.	\$3,000.00

CONTRACT OPTIONS	DESCRIPTION	FACTORY OPTIONS	\$3,409.00
TEMP-TAG	Temporary tag		\$0.00
DTF SDN	Deep tint film installed on all side and rear glass.		\$300.00
3K SMART	3rd key and remote for vehicles with proximity access.		\$340.00

CONTRACT OPTIONS \$640.00

TRADE IN	VEHICLE TOTAL	\$29,658.00
	MSRP DISCOUNT	3.5%
	ACCESSORY TOTAL	\$640.00
	CUSTOMER PRICE	\$30,298.00

YES WE TAKE TRADE INS ~~~ ASK ABOUT MUNICIPAL FINANCING ~~~ \$0.00

TOTAL COST LESS TRADE IN(S) QTY 1 \$30,298.00

Estimated Annual payments for 60 months paid in advance: \$6,785.51
Municipal finance for any essential use vehicle, requires lender approval, WAC.

Comments QUOTE SUBJECT TO FACTORY ORDER ACCEPTANCE or 30 DAYS

VEHICLE QUOTED BY CHRISTY SELF GOVERNMENT ACCOUNT MANAGER christy.self@alanjay.com

"I Want to be Your Fleet Provider"

I appreciate the opportunity to submit this quotation. Please review it carefully. If there are any errors or changes, please feel free to contact me at any time.
I am always happy to be of assistance.

Pricing Simulator

Simulation Date: 04/26/2023
Performed By: Chris Wilson : Sebring Toyota
Program Code: H7 - GOVERNMENT PROGRAM
Model Year: 2023
Model: 2532 CAMRY LE SEDAN - 8ECTI - 8 spd auto Trans w/l
Destination: Florida

Standard Features

MECHANICAL & PERFORMANCE

- 2.5L 4-Cylinder Engine
- 203 hp @ 6600 rpm / 184 lb-ft @ 5000 rpm
- 8-Speed Transmission

SAFETY & CONVENIENCE

- Toyota Safety Sense 2.5+: Pre-Collision Sys w/Pedestrian Detection, Dynamic Radar Cruise Control, Lane Departure Alert w/Steering Assist, Lane Tracing Assist, Automatic High Beams, Road Sign Assist
- Star Safety System
- Connected Services Capable. 4G Network Dependent. See Toyota.com for details.

EXTERIOR

- 17-in Alloy Wheels
- Bi-LED Combination Headlights w/Auto On/Off Feature
- LED DRLs w/On/Off Feature

INTERIOR

- Audio - 7-in Touchscreen, 6 Speakers, Hands-Free Bluetooth Phone/Music, USB Media Port, 2 USB Charge-Ports, SiriusXM w/3-Month Platinum Trial, Android Auto & Apple CarPlay Compatible
- 4.2-in TFT Multi-Information Display
- Power Driver Seat w/Lumbar Support
- Dual-Zone Auto Climate Control
- Remote Keyless Entry System
- For Full Product Details Please Visit [Toyota.com/camry](https://toyota.com/camry)

NOTE: Standard features are based on information available when this page was posted and are subject to change without notice.

Factory Accessories

BD	Blind Spot Monitor with Rear Cross Traffic Alert	\$ 584
FE	50 State Emissions	NA

Est. Dealer Price per Unit*

Base Price:	\$ 23,294.00
Accessories:	\$ 584.00
Fleet Program Discount:	(\$ 540.00)
H7 Published Incentive:	(\$ 500.00)
Fuel Charge:	\$ 16.00
Sub-total:	\$ 22,854.00
DPH:	\$ 1,095.00
FR & HB:	\$ 810.00

Price Adjustment: ☐ Plus ☒ Minus \$

Total Est. Price*: **\$ 23,949.00**

NOTE:
1) If you have selected a Special Color Paint, an additional charge of up to \$425 will be added to your invoice. Two Tone special colors include surcharge. Please check the Price Guide for current pricing. Special Colors currently include: 0070 - Blizzard Pearl, 03T3 - Ruby Flare Pearl, 0K1X - Halo, 0089- Wind Chill Pearl, 01K5 - Moon Dust, 0219 - Celestial Black, 02SC - Supersonic Red/Midnight Black Metallic Roof, 02TB - Supersonic Red With Black Roof , 03U5 - Supersonic Red , 0090 - Oxygen White, 01L5 - Heavy Metal, 08Y7 - Hydro Blue, 03U9 - Finish Line Red, 02XM - Midnight Black Metallic/Finish Line Red, 01J6 - Elemental Silver Metallic, 04W5 - Solar Octane, 02PS - Wind Chill Pearl/Midnight Black Metallic, 02XM - Midnight Black Metallic/Finish Line Red, 02SC - Supersonic Red/Midnight Black Metallic, 02YD - Ruby Flare Pearl/Midnight Black Metallic, 02PN - Ruby Flare Pearl with Black Sand Pearl Roof, 02PU - Wind Chill Pearl with Black Sand Pearl Roof, 02VP - Black/Wind Chill Pearl, 02WC - Black/Heavy Metal, 02MR - Black/Elemental Silver, and 02TB - Black/Supersonic Red.
2) All information on this website is based on data available at time of posting, is subject to change without notice and pertains specifically to continental U.S.A. vehicles only.
3) Pricing for Post Production Options installed by the manufacturer. Actual prices for dealer installed accessories may vary. Please see your local Toyota dealer for pricing. Prices and product availability are subject to change without notice.
* Each Fleet vehicle includes a Fleet Program Discount. The Fleet Program Discount is calculated as 2% of the base MSRP with options.
** Dealer Price Excludes taxes, license, title and available or regionally required equipment. Actual dealer price may vary. Pricing, specifications, standard features and available equipment are based on information available when this page was posted and are subject to change without notice. PPO Pricing represents TMS pricing and may vary from SET and GST pricing.
DPH (Delivery, Processing and Handling Fee) Historically, vehicle manufacturers and distributors have charged a separate fee for processing, handling and delivering vehicles to dealerships. Toyota's charge for these services is called the "Delivery, Processing and Handling Fee" and is based on the value of the processing, handling and delivery services Toyota provides as well as Toyota's overall pricing structure. Toyota may make a profit on the Delivery, Processing and Handling Fee.



Alan Jay Fleet Sales

Chris Wilson | 863-402-4234 | chris.wilson@alanjay.com

Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)



Note:Photo may not represent exact vehicle or selected equipment.

Window Sticker

SUMMARY

[Fleet] 2023 Toyota Camry (2532) LE Auto (SE)

MSRP:\$26,220.00

Interior:Black, Fabric Seat Trim

Exterior 1:Ice Cap

Exterior 2:No color has been selected.

OPTIONS


CODE	MODEL	MSRP
2532	[Fleet] 2023 Toyota Camry (2532) LE Auto (SE)	\$26,220.00
OPTIONS		
040	Ice Cap	\$0.00
BD	Blind Spot Monitor w/Rear Cross Traffic Alert	\$680.00
FA20	Black, Fabric Seat Trim	\$0.00
FE	50 State Emissions	\$0.00
CUSTOM EQUIPMENT		
MR10	Toyota All Weather Floor Mats	\$330.00
SUBTOTAL		\$27,230.00
Adjustments Total		\$0.00

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Data Version: 19267. Data Updated: Apr 25, 2023 6:39:00 PM PDT.



Alan Jay Fleet Sales

Chris Wilson | 863-402-4234 | chris.wilson@alanjay.com

Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) ( Complete)

Destination Charge	\$1,095.00
TOTAL PRICE	\$28,325.00

FUEL ECONOMY

Est City:28 MPG
Est Highway:39 MPG
Est Highway Cruising Range:616.20 mi

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Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)

Standard Equipment

Mechanical
Engine: 2.5L I-4 DOHC 16-Valve -inc: VVT-i intake and exhaust
Engine Auto Stop-Start Feature
Transmission: 8-Speed Direct Shift ECT-i Automatic -inc: sequential shift mode
Front-Wheel Drive
2.80 Axle Ratio
Battery w/Run Down Protection
Gas-Pressurized Shock Absorbers
Front And Rear Anti-Roll Bars
Electric Power-Assist Speed-Sensing Steering
15.8 Gal. Fuel Tank
Single Stainless Steel Exhaust
Strut Front Suspension w/Coil Springs
Multi-Link Rear Suspension w/Coil Springs
4-Wheel Disc Brakes w/4-Wheel ABS, Front Vented Discs, Brake Assist and Hill Hold Control
Exterior
Tires: P215/55R17 AS
Wheels w/Silver Accents
Wheels: 7.5J x 17" Alloy
Steel Spare Wheel
Compact Spare Tire Mounted Inside Under Cargo
Clearcoat Paint
Body-Colored Front Bumper w/Black Rub Strip/Fascia Accent and Metal-Look Bumper Insert
Body-Colored Rear Bumper
Chrome Side Windows Trim and Black Front Windshield Trim
Body-Colored Door Handles
Body-Colored Power Side Mirrors w/Manual Folding
Fixed Rear Window w/Defroster
Light Tinted Glass
Variable Intermittent Wipers

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Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)

Exterior

- Galvanized Steel/Aluminum Panels
- Black Grille
- Trunk Rear Cargo Access
- Auto On/Off Projector Beam Led Low Beam Daytime Running Auto High-Beam Headlamps w/Delay-Off
- LED Brakelights
- Headlights-Automatic Highbeams

Entertainment

- Radio w/Seek-Scan, Clock, Speed Compensated Volume Control, Steering Wheel Controls and Radio Data System
- Radio: Audio -inc: 7" touch-screen, 6 speakers, Android Auto and Apple CarPlay and Amazon Alexa compatible, USB media port, USB charge port, hands-free phone capability and music streaming via Bluetooth wireless technology, SiriusXM w/3-month All Access trial and Connected Services (Safety Connect w/1-year trial and Wi-Fi Connect w/up to 2 GB within 3-month trial)
- Window Grid And Roof Mount Antenna
- 2 LCD Monitors In The Front

Interior

- Driver Seat
- 6-Way Passenger Seat -inc: Manual Recline, Height Adjustment and Fore/Aft Movement
- 60-40 Folding Bench Front Facing Fold Forward Seatback Rear Seat
- Manual Tilt/Telescoping Steering Column
- Gauges -inc: Speedometer, Odometer, Engine Coolant Temp, Tachometer, Trip Odometer and Trip Computer
- Power Rear Windows
- Front Bucket Seats -inc: 8-way power-adjustable driver seat w/power lumbar support and 6-way adjustable front passenger seat
- Front Cupholder
- Rear Cupholder
- Remote Keyless Entry w/Integrated Key Transmitter, Illuminated Entry, Illuminated Ignition Switch and Panic Button
- Remote Releases -Inc: Power Cargo Access and Power Fuel
- Cruise Control w/Steering Wheel Controls
- Distance Pacing
- Dual Zone Front Automatic Air Conditioning
- HVAC -inc: Underseat Ducts

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Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)

Interior	
	Illuminated Glove Box
	Driver Foot Rest
	Interior Trim -inc: Piano Black Instrument Panel Insert and Chrome/Metal-Look Interior Accents
	Full Cloth Headliner
	Urethane Gear Shifter Material
	Fabric Seat Trim
	Day-Night Rearview Mirror
	Driver And Passenger Visor Vanity Mirrors w/Driver And Passenger Auxiliary Mirror
	Full Floor Console w/Covered Storage, Mini Overhead Console w/Storage and 1 12V DC Power Outlet
	Front Map Lights
	Fade-To-Off Interior Lighting
	Full Carpet Floor Covering
	Carpet Floor Trim and Carpet Trunk Lid/Rear Cargo Door Trim
	Cargo Area Concealed Storage
	Cargo Space Lights
	FOB Controls -inc: Cargo Access and Windows
	Driver / Passenger And Rear Door Bins
	Power 1st Row Windows w/Front And Rear 1-Touch Up/Down
	Delayed Accessory Power
	Power Door Locks w/Autolock Feature
	Driver Information Center
	Redundant Digital Speedometer
	Trip Computer
	Outside Temp Gauge
	Analog Appearance
	Seats w/Cloth Back Material
	Manual Adjustable Front Head Restraints and Fixed Rear Head Restraints
	Front Center Armrest and Rear Center Armrest
	1 Seatback Storage Pocket
	Perimeter Alarm
	Immobilizer

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Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)

Interior

1 12V DC Power Outlet

Air Filtration

Safety-Mechanical

Lane Tracing Assist (LTA)

Electronic Stability Control (ESC)

ABS And Driveline Traction Control

Safety-Exterior

Side Impact Beams

Safety-Interior

Dual Stage Driver And Passenger Seat-Mounted Side Airbags

Toyota Safety Sense (TSS) 2.5+

Lane Departure Alert (LDA) w/Steering Assist Lane Keeping Assist

Lane Departure Alert (LDA) w/Steering Assist Lane Departure Warning

Collision Mitigation-Front

Tire Pressure Monitor System (TPMS) Low Tire Pressure Warning

Dual Stage Driver And Passenger Front Airbags

Curtain 1st And 2nd Row Airbags

Airbag Occupancy Sensor

Driver And Passenger Knee Airbag and Rear Side-Impact Airbag

Rear Child Safety Locks

Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners

Back-Up Camera

WARRANTY

Basic Years: 3
Basic Miles/km: 36,000
Drivetrain Years: 5
Drivetrain Miles/km: 60,000
Corrosion Years: 5
Corrosion Miles/km: Unlimited
Roadside Assistance Years: 2
Roadside Assistance Miles/km: Unlimited
Maintenance Years: 2
Maintenance Miles/km: 25,000

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Vehicle: [Fleet] 2023 Toyota Camry (2532) LE Auto (SE) (Complete)

Technical Specifications

Chassis

Weight Information

Base Curb Weight	3310 lbs
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Trailer

Dead Weight Hitch - Max Trailer Wt.	N/A	Dead Weight Hitch - Max Tongue Wt.	N/A
Wt Distributing Hitch - Max Trailer Wt.	N/A	Wt Distributing Hitch - Max Tongue Wt.	N/A

Suspension

Suspension Type - Front	Strut	Suspension Type - Rear	Multi-Link
Suspension Type - Front (Cont.)	Strut	Suspension Type - Rear (Cont.)	Multi-Link
Shock Absorber Diameter - Front	N/A	Shock Absorber Diameter - Rear	N/A
Stabilizer Bar Diameter - Front	N/A	Stabilizer Bar Diameter - Rear	N/A

Tires

Front Tire Order Code	N/A	Rear Tire Order Code	N/A
Spare Tire Order Code	N/A	Front Tire Size	P215/55VR17
Rear Tire Size	P215/55VR17	Spare Tire Size	Compact

Wheels

Front Wheel Size	17 X 7.5 in	Rear Wheel Size	17 X 7.5 in
Spare Wheel Size	Compact in	Front Wheel Material	Aluminum
Rear Wheel Material	Aluminum	Spare Wheel Material	Steel

Steering

Steering Type	Rack-Pinion	Steering Ratio (:1), Overall	N/A
Lock to Lock Turns (Steering)	N/A	Turning Diameter - Curb to Curb	37.4 ft
Turning Diameter - Wall to Wall	N/A		

Brakes

Brake Type	4-Wheel Disc	Brake ABS System	4-Wheel
Brake ABS System (Second Line)	N/A	Disc - Front (Yes or)	Yes
Disc - Rear (Yes or)	Yes	Front Brake Rotor Diam x Thickness	12 in

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Chassis

Brakes

Rear Brake Rotor Diam x Thickness	11.1 in	Drum - Rear (Yes or)	N/A
Rear Drum Diam x Width	N/A		

Fuel Tank

Fuel Tank Capacity, Approx	15.8 gal	Aux Fuel Tank Capacity, Approx	N/A
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Dimensions

Interior Dimensions

Passenger Capacity	5	Passenger Volume	100.4 ft³
Front Head Room	38.3 in	Front Leg Room	42.1 in
Front Shoulder Room	57.7 in	Front Hip Room	55.4 in
Second Head Room	38 in	Second Leg Room	38 in
Second Shoulder Room	55.7 in	Second Hip Room	54.7 in

Exterior Dimensions

Wheelbase	111.2 in	Length, Overall	192.1 in
Width, Max w/o mirrors	72.4 in	Height, Overall	56.9 in
Track Width, Front	62.6 in	Track Width, Rear	62.8 in
Min Ground Clearance	5.7 in	Liftover Height	N/A

Cargo Area Dimensions

Trunk Volume	15.1 ft³
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