

## Bid Opening Results For:

IFB NUMBER	20774
BID OPENING	7/3/2007
GROUP NUMBER	40570
PURCHASING OFFICER	Mike Boggs
TELEPHONE	(518) 486-7305

### DESCRIPTION

Trucks (Light Duty, Class 3 and 4)  
(Cab-Chassis Type with Various Bodies, Snow Plows and  
Associated Options/ Accessories)  
(Statewide)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
West New Ford

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
Hosolton Chevrolet INC.

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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Model series covered by MSRP schedule(s):

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2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

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GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PAGE 21

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Bidder

WICKER FORD, INC.

## CLASS 3 TRUCKS

GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

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1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

REGULAR CAB  
FORD/F36 F350 CCAB 4X2  
141-INCH WHEELBASE DRW XL TRIM

\$ 23,350.00

\$ 14,843.00

\$ 8507.00  
36.43 %

2008MY SUPER DUTY F350 CCAB  
DRW #820 7/30/2007

F36

14 %  
F350 7/30/07

UNICEU TENCO  
20 % 31 %  
6/29/07 6/29/07

20 % 31 %  
6/29/07 6/29/07

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

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Model series covered by MSRP schedule(s):

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Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

REGULAR CA  
FORD F37 F350CCAB 4X4  
141-INCH WHEELBASE DRW XL TRIM

\$ 26,265.00

\$ 17,378.13

\$ 8886.87  
33.84 %

2008MY SUPER DUTY F350 CCAB  
DRW #820 7/30/2007

F37

14 %  
F350 7/30/07

UNICEU TENCO  
20 % 31 %  
6/29/07 6/29/07

20 % 31 %  
6/29/07 6/29/07

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Bidder  
**WICKER FORD, INC.**

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Bidder  
**WICKER FORD, INC.**

CLASS 3 TRUCKS  
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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Description:

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Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

~~Do not include the Factory Manufacturer's Dealer Destination Charges with the MSRP/Full List Price~~

~~Do not include the Factory Manufacturer's Dealer Destination Charges with the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

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Difference (between above "MSRP/Full List Price" and "Bid Price"):

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- All set-up, make-ready for use, etc..
- Anything additional!

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)):

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Model series covered by MSRP schedule(s):

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B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - ~~The discounts shall include all factors affecting the price including, but not limited to, the following:~~

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Discount from MSRP/Full List Prices:

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

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Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
Robert Green
Chrysler-Dodge-JEP

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Dodge DC3L63
Ram 3500 cab/chassis 60" cab
\$21,745.00
\$14,351.00

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
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All set-up, make-ready for use, etc..
All inspections
Administrative Costs, Overhead, Profit, etc.
Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

Dodge Truck 3500 regular cab/chassis 6/20/07
all 3500 series cab/chassis

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

12.5 %
Dodge Truck 3500 cab/chassis 6/20/2007

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

50.0 %
Robert Green Truck Division, NVS 450GS, 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

40.0 %
Robert Green Truck Division, NVS 450GS, 7/1/2007

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Bidder
Robert Green
Chevrolet

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Chevrolet CC31003
3500 HD 2WD Reg cab, 137.0"
\$24,690.00
\$17,776.00

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

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Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

Gm Price Schedules, 2008 SC 6/29/07
2008 Chevrolet Silverado 3500/HD chassis cab

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

15.0 %
Gm Price Schedules, 2008 SC 6/29/07

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

50.0 %
Robert Green Truck Division, NVS 450GS, 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

40.0 %
Robert Green Truck Division, NVS 450GS 2008, 7/1/2007

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Bidder

COUNTRY FORD, LTD.

CLASS 3 TRUCKS

GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the  
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Bidder

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CLASS 3 TRUCKS

GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

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1. Cab-Chassis Manufacturer "Factory" Options, Etc.

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Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder  
COUNTRY FORD, LTD.

CLASS 3 TRUCKS  
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

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Model series covered by MSRP schedule(s):

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Discount from List/MSRP:

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Discount from List/MSRP:

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ALTERNATE BID #2 / CLASS 3

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Bidder  
COUNTRY FORD, LTD.

CLASS 3 TRUCKS  
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the  
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Base Cab-Chassis **MSRP/Full List Price** (to include all features that come  
as "standard" - standard base engine, standard base tires, etc.):  
**Do not include the "Factory/Manufacturer To Dealer Destination  
Charges" with the MSRP/Full List Price**

Base Cab-Chassis **Bid Price** (Final Net Price for contract to include all  
factors affecting price.):  
Also see "Discount" below for all factors affecting the price.

**Difference** (between above "MSRP/Full List Price" and "Bid Price"):

**Discount** (above "Difference" divided by "MSRP/Full List Price")  
This discount shall apply to all cab-chassis models for product line and all  
factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- **Anything additional!**

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS,  
EQUIPMENT, ACCESSORIES, ETC. - **The discounts shall  
include all factors** - labor, installation, mountings, connections,  
surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE - MSRP  
- THIS CLASS CONTINUES ON NEXT PAGE -

ALTERNATE BID #3 / CLASS 3

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
GABRIELLI TRUCK SALES LTD

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model: Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price
\$22,815.00

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.
\$15,137.75

Difference (between above "MSRP/Full List Price" and "Bid Price"):
Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings,
• Administrative Costs,
all connections, etc.
Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.
Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies
Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products
Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
BISON TRUCK CENTER, INC.
2370 WALDEN AVENUE
BUFFALO, NEW YORK 14225-4778

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model: Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price
\$22,815.00

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.
\$14,229.72

Difference (between above "MSRP/Full List Price" and "Bid Price"):
Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings,
• Administrative Costs,
all connections, etc.
Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.
Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies
Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products
Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -



PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
FAIRPORT FORD LLC

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
Van Bortel Ford, Inc.

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -



PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
Dean Dodge

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
All inspections
All installation, all labor, all mountings, all connections, etc.
Administrative Costs, Overhead, Profit, etc.
All set-up, make-ready for use, etc..
Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
JOE BASIL CHEVROLET

CLASS 3 TRUCKS
GVWR for Base Cab-Chassis: 10,001 - 14,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
All inspections
All installation, all labor, all mountings, all connections, etc.
Administrative Costs, Overhead, Profit, etc.
All set-up, make-ready for use, etc..
Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK WHEN PREPARING YOUR  
BID. BE SURE YOU HAVE INSERTED YOUR  
COMPANY'S NAME IN THE BOX  
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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 42% Discount for "B2" = 40% Discount for "B3" = 40%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

F36 F350 REG CAB CCAB 4X2 XL 141-IN WB

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	23,350	63.5%	14,843.50	A	2,078,103.30
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,606,183.30

OK

UNICELL  
TENCO  
w/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 2,606,183.30

PLEASE USE BLACK INK WHEN PREPARING YOUR  
BID. BE SURE YOU HAVE INSERTED YOUR  
COMPANY'S NAME IN THE BOX  
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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 42% Discount for "B2" = 40% Discount for "B3" = 40%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

F37 F350 REG CAB CCAB 4X4 XL 141-IN WB

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	23,265	66.16%	17,376.92	A	2,432,769.36
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,999,849.36

OK

UNICELL  
TENCO  
w/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 2,960,849.36

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 15% Discount for "B2" = 30% Discount for "B3" = 10%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

X36 F350 SUPER CAB CCAB 4X2 XL 162-IN WB

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	2566	63%	1635.32	A	2,356,931.36
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	69%	207,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,924,011.36

UNICELL  
TENCO

W/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 2,885,011.36

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 15% Discount for "B2" = 30% Discount for "B3" = 10%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

X37 F350 SUPER CAB CCAB 4X4 162-IN WB XL

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	28,545	63%	19,362.07	A	2,710,690.29
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	69%	207,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					3,277,770.29

UNICELL  
TENCO

W/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 3,238,770.29



Wicker Ford P2.

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)

PAGE 22

{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

WICKER FORD, INC.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

W36 F350 CREWCAB CCAB 4X2 176-IN WB XL

CHART FOR INSERTION OF BID INFORMATION						
3	Base Cab-Chassis QUANTITY: 140	26,500	66.40%	17,635.84	A	2,469,017.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	69%	207,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					3,036,097.60

UNICELL  
TENCO

W/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 2,997,097.60

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub- Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

W37 F350 CREWCAB CCAB 4X4 176-IN WB DRW XL

CHART FOR INSERTION OF BID INFORMATION						
3	Base Cab-Chassis QUANTITY: 140	29,470	68.43%	20,166.32	A	2,823,284.94
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	69%	207,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					3,390,364.94

UNICELL  
TENCO

W/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 3,351,364.94

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

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Bidder

WICKER FORD, INC.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

W37 F350 CREW CAB CCAB 4x4 176-IN WB DRW XL

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	23,810	63%	20,166.32	A	2,823,284.94
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					3,380,364.94

UNICELL  
TENCO

UNICELL  
BODIES

W/TENCO BODIES 300,000 69% 217,580 - B1 217,580 -  
207,000 - B2 207,000 -  
103,500 - B3 103,500  
WEIGHTED BID VALUE FOR CLASS W/TENCO BODIES 3,351,364.94

GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder

JOE BASIL CHEVROLET

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	24,975	69.57%	17,375.00	A	2,432,500.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	85%	215,050.00	B1	215,050.00
	Bodies	\$300,000.00	69%	207,000.00	B2	207,000.00
	Plows and Other Products	\$150,000.00	69%	106,950.00	B3	106,950.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,961,500.00

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder  
Robert Green  
Chrysler, Dodge, Jeep

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	21,745	66%	14,351.00	A	2,009,140
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	87.5%	221,375.00	B1	221,375.00
	Bodies	\$300,000.00	50.0	150,000	B2	150,000.00
	Plows and Other Products	\$150,000.00	60.0	90,000	B3	90,000
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,470,515.00

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Bidder  
Robert Green  
chevrolet

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	24,690	.72%	17,776.00	A	2,488,640.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	85%	215,050.00	B1	215,050.00
	Bodies	\$300,000.00	50%	150,000.00	B2	150,000.00
	Plows and Other Products	\$150,000.00	60%	90,000.00	B3	90,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,943,690.00



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Bidder
COUNTRY FOAR, LTD.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

Table with 7 columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes example data for Class 3 and a weighted bid value calculation.

Table with 7 columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes handwritten bid data for Class 3 and a weighted bid value calculation.

FORD F350 (F34) 4X2 CAB-CHASSIS (SRW) 141" W/B.

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Bidder
COUNTRY FOAR, LTD.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

Table with 7 columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes example data for Class 3 and a weighted bid value calculation.

Table with 7 columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes handwritten bid data for Class 3 and a weighted bid value calculation.

FORD F350 (F35) 4X4 CAB-CHASSIS (SRW) 141" W/B,
ALTERNATE BID #1 / CLASS 3

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Bidder  
COUNTRY FOAP, LTD.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	23,700.00	64.62%	15,314.94	A	2,144,091.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	91.0%	230,230.00	B1	230,230.00
	Bodies	\$300,000.00	50.0%	150,000.00	B2	150,000.00
	Plows and Other Products	\$150,000.00	65.0%	97,500.00	B3	97,500.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,621,821.60

FORD F350 (F36) 4X2 CAB-CHASSIS (DRW) 141" W/B.  
ALTERNATE BID #2 / CLASS 3

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder  
COUNTRY FOAP, LTD.

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EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	26,615.00	67.00%	17,853.34	A	2,499,467.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	91.0%	230,230.00	B1	230,230.00
	Bodies	\$300,000.00	50.0%	150,000.00	B2	150,000.00
	Plows and Other Products	\$150,000.00	65.0%	97,500.00	B3	97,500.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,977,197.60

FORD F350 (F37) 4X4 CAB-CHASSIS (DRW) 141" W/B.  
ALTERNATE BID #3 / CLASS 3

PLEASE USE BLACK INK WHEN PREPARING YOUR  
BID. BE SURE YOU HAVE INSERTED YOUR  
COMPANY'S NAME IN THE BOX  
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Bidder  
West Ken Ford

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON  
MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR  
CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and  
preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	23,700	72.49	17,180.13	A	\$2,405,218
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	81%	204,930	B1	204,930
	Bodies	\$300,000.00	60%	180,000	B2	180,000
	Plows and Other Products	\$150,000.00	60%	90,000	B3	90,000
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,880,148

PLEASE USE BLACK INK WHEN PREPARING YOUR  
BID. BE SURE YOU HAVE INSERTED YOUR  
COMPANY'S NAME IN THE BOX  
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Bidder  
Dean Dodge

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON  
MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR  
CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and  
preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	21940. <sup>00</sup>	67%	14765. <sup>00</sup>	A	2067,100. <sup>00</sup>
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	93.5	144925. <sup>00</sup>	B1	144925. <sup>00</sup>
	Bodies	\$300,000.00	69.5	259235. <sup>00</sup>	B2	259235. <sup>00</sup>
	Plows and Other Products	\$150,000.00	69.5	21545. <sup>00</sup>	B3	21545. <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					

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COMPANY'S NAME IN THE BOX  
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Bidder  
*Van Bortel Ford, Inc.*

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	22,815.00	.5679	12,956.64	A	1,813,929.39
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	.95	240,350.00	B1	240,350.00
	Bodies	\$300,000.00	.80	240,000.00	B2	240,000.00
	Plows and Other Products	\$150,000.00	.80	120,000.00	B3	120,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,414,279.39

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Bidder  
*FAIRPORT FORD LLC*

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	22,815.00	45.17	10,305	A	1,442,700
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	93%	235,290	B1	235,290
	Bodies	\$300,000.00	69%	207,000	B2	207,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					1,988,490



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Bidder
GABRIELLI TRUCK SALES

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 37%
Discount for "B1" = 17%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	22,815.00	66.35%	15,137.75	A	2,119,285.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	87%	220,110.00	B1	220,110.00
	Bodies	\$300,000.00	70%	210,000.00	B2	210,000.00
	Plows and Other Products	\$150,000.00	70%	105,000.00	B3	105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,654,395.00

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Bidder
BISON TRUCK CENTER, INC.
2370 WALDEN AVENUE
BUFFALO, NEW YORK 14225-4776

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 37%
Discount for "B1" = 17%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	22,815.00	62.37	14,229.72	A	1,992,160.10
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	94.1	238,073.00	B1	238,073.00
	Bodies	\$300,000.00	74.4	223,200.00	B2	223,200.00
	Plows and Other Products	\$150,000.00	74.4	111,600.00	B3	111,600.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,565,033.10

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Bidder

POSELTON CHEVROLET INC

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 37% Discount for "B1" = 17% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	\$23,809.52	63%	\$15,000.00	A	\$2,100,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	83%	\$209,990.00	B1	\$209,990.00
	Bodies	\$300,000.00	70%	\$210,000.00	B2	\$210,000.00
	Plows and Other Products	\$150,000.00	70%	\$105,000.00	B3	\$105,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,624,990.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	24,975.00	73.42%	18,338.00	A	2,567,320.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	94.9%	237,820.00	B1	237,820.00
	Bodies	\$300,000.00	80%	240,000.00	B2	240,000.00
	Plows and Other Products	\$150,000.00	80%	120,000.00	B3	120,000.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					3,165,140.00



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Bidder  
WICKER FORD, INC.

CLASS 4 TRUCKS  
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model: Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):  
~~Do not include the factory, Manufacturer's Dealer Destination Charge with the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):  
~~Also see Discount below for all factors affecting the price~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")  
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
  - All installation, all labor, all mountings, all connections, etc.
  - All set-up, make-ready for use, etc..
- All inspections
  - Administrative Costs, Overhead, Profit, etc.
  - Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)): Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - ~~The discounts shall include all factors such as installation, mounting, connections, and charge inspection and profit overhead~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc. Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -  
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PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder  
WICKER FORD, INC.

CLASS 4 TRUCKS  
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model: Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):  
~~Do not include the factory, Manufacturer's Dealer Destination Charge with the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):  
~~Also see Discount below for all factors affecting the price~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")  
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
  - All installation, all labor, all mountings, all connections, etc.
  - All set-up, make-ready for use, etc..
- All inspections
  - Administrative Costs, Overhead, Profit, etc.
  - Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)): Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - ~~The discounts shall include all factors such as installation, mounting, connections, and charge inspection and profit overhead~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc. Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -  
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK OR TYPEWRITER WHEN  
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Bidder

WICKER FORD, INC.

CLASS 4 TRUCKS

GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the  
Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come  
as "standard" - standard base engine, standard base tires, etc.):

~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all  
factors affecting price.):

~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all  
factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)):

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS,  
EQUIPMENT, ACCESSORIES, ETC. - ~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder

WICKER FORD, INC.

CLASS 4 TRUCKS

GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the  
Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come  
as "standard" - standard base engine, standard base tires, etc.):

~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all  
factors affecting price.):

~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all  
factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)):

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS,  
EQUIPMENT, ACCESSORIES, ETC. - ~~Do not include the effects of any dealer or retailer's destination  
charge with the MSRP/Full List Price~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -  
- THIS CLASS CONTINUES ON NEXT PAGE -

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GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
 {Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PAGE 23 D

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Bidder

WICKER FORD, INC.

## CLASS 4 TRUCKS

GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

- A. BASE CAB-CHASSIS - Bidder to provide information on the  
 Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come  
 as "standard" - standard base engine, standard base tires, etc.):

~~Do not include the Factory Manufacturer to Dealer Destination  
 Charges within the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all  
 factors affecting price.):

~~All set-up, make-ready for use, etc..~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all  
 factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)):

Model series covered by MSRP schedule(s):

- B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS,  
 EQUIPMENT, ACCESSORIES, ETC. - ~~The discount shall  
 include all factors - labor, installation, mounting, connection,  
 overhead, profit, etc., etc.~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -  
 - THIS CLASS CONTINUES ON NEXT PAGE -

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GROUP 40570 - TRUCKS (Light Duty - Class 3 & 4)  
 {Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

PAGE 23 E

PLEASE USE BLACK INK OR TYPEWRITER WHEN  
 PREPARING YOUR BID. BE SURE YOU HAVE  
 INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

WICKER FORD, INC.

## CLASS 4 TRUCKS

GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

- A. BASE CAB-CHASSIS - Bidder to provide information on the  
 Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come  
 as "standard" - standard base engine, standard base tires, etc.):

~~Do not include the Factory Manufacturer to Dealer Destination  
 Charges within the MSRP/Full List Price~~

Base Cab-Chassis Bid Price (Final Net Price for contract to include all  
 factors affecting price.):

~~All set-up, make-ready for use, etc..~~

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all  
 factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP (Full List Price Schedule(s)):

Model series covered by MSRP schedule(s):

- B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS,  
 EQUIPMENT, ACCESSORIES, ETC. - ~~The discount shall  
 include all factors - labor, installation, mounting, connection,  
 overhead, profit, etc., etc.~~

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
Robert Green
Chrysler, Dodge, Jeep

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:
Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
Robert Green
Chevrolet

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:
Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:
Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:
Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
West Kern Ford

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

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- Delivery from factory to dealer
All inspections
All installation, all labor, all mountings, all connections, etc.
Administrative Costs, Overhead, Profit, etc.
All set-up, make-ready for use, etc..
Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
JOE BASIL CHEVROLET

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
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- Delivery from factory to dealer
All inspections
All installation, all labor, all mountings, all connections, etc.
Administrative Costs, Overhead, Profit, etc.
All set-up, make-ready for use, etc..
Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
COUNTRY FORD, LTD

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
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• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
COUNTRY FORD, LTD

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:
Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
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Difference (between above "MSRP/Full List Price" and "Bid Price"):

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• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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ALTERNATE BID #1 / CLASS A



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Bidder
Dean Dodge

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
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- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
Van Bortel Ford, Inc.

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):
Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):
Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")
This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
• All inspections
• All installation, all labor, all mountings, all connections, etc.
• Administrative Costs, Overhead, Profit, etc.
• All set-up, make-ready for use, etc..
• Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder
FAIRPORT FORD LLC

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description: FORD F46
2003 FORD F450 ORW C/C

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

\$27,225.00

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

\$19,790.00

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

\$7,435
27.31%

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

FORD 2003 F450 PL 815 5/7/07

Model series covered by MSRP schedule(s):

F46, F47, X46, X47, W46, W47

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

7%

Name, Number, Date of MSRP/Full List Price Schedule(s):

2003 F450 PL 815 5/7/07
FORD MOTOR CO

2. Bodies

Discount from List/MSRP:

31%

Name, Number, Date of MSRP/Full List Price Schedule(s):

PLEASE SEE ENCLOSED LETTER

3. Plows and Other Products

Discount from List/MSRP:

31%

Name, Number, Date of MSRP/Full List Price Schedule(s):

PLEASE SEE ENCLOSED LETTER

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Bidder
GABRIELLI TRUCK SALES

CLASS 4 TRUCKS
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

DESCRIPTION: FORD MOTOR F-450

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

\$27,225.00

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

\$21,286.00

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

\$5,939.00
21.81%

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

FORD CTT DATED 7/2/07

Model series covered by MSRP schedule(s):

F-450

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

13%  
13.00%

Name, Number, Date of MSRP/Full List Price Schedule(s):

FORD 2008CTT DATED 7/2/07

2. Bodies

Discount from List/MSRP:

30%

Name, Number, Date of MSRP/Full List Price Schedule(s):

Viking Cives 6/30/07

3. Plows and Other Products

Discount from List/MSRP:

30%

Name, Number, Date of MSRP/Full List Price Schedule(s):

Viking Cives 6/30/07

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Bidder BISON TRUCK CENTER, INC.  
2370 WALDEN AVENUE  
BUFFALO, NEW YORK 14225-4778

CLASS 4 TRUCKS  
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

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Bidder BISON TRUCK CENTER, INC.  
2370 WALDEN AVENUE  
BUFFALO, NEW YORK 14225-4778

CLASS 4 TRUCKS  
GVWR for Base Cab-Chassis: 14,001 - 16,000 lbs.

A. BASE CAB-CHASSIS - Bidder to provide information on the Base Cab-Chassis being bid - Manufacturer and Specific Model:

Description:

Base Cab-Chassis MSRP/Full List Price (to include all features that come as "standard" - standard base engine, standard base tires, etc.):

Do not include the "Factory/Manufacturer To Dealer Destination Charges" with the MSRP/Full List Price

Base Cab-Chassis Bid Price (Final Net Price for contract to include all factors affecting price.):

Also see "Discount" below for all factors affecting the price.)

Difference (between above "MSRP/Full List Price" and "Bid Price"):

Discount (above "Difference" divided by "MSRP/Full List Price")

This discount shall apply to all cab-chassis models for product line and all factors affecting price including, but not limited to, the following:

- Delivery from factory to dealer
- All inspections
- All installation, all labor, all mountings, all connections, etc.
- Administrative Costs, Overhead, Profit, etc.
- All set-up, make-ready for use, etc..
- Anything additional!

Name, Number, Date of MSRP {Full List Price Schedule(s)}:

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors - labor, installation, mountings, connections, surcharges, inspections, profit, overhead, etc.

1. Cab-Chassis Manufacturer "Factory" Options, Etc.

Discount from MSRP/Full List Prices:

Name, Number, Date of MSRP/Full List Price Schedule(s):

2. Bodies

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

3. Plows and Other Products

Discount from List/MSRP:

Name, Number, Date of MSRP/Full List Price Schedule(s):

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -  
- THIS CLASS CONTINUES ON NEXT PAGE -

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX  
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Bidder

WICKER FORD, INC.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
DISCOUNTS TO BE USED						
DISCOUNT FOR 0% = 0%						
DISCOUNT FOR 10% = 10%						
DISCOUNT FOR 20% = 20%						
DISCOUNT FOR 30% = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	29,505 <sup>00</sup>	74.81	22,072 <sup>80</sup>	A	1,765,760 <sup>00</sup>
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 <sup>00</sup>	B1	133,300 <sup>00</sup>
	Bodies	\$373,000.00	80	298,400 <sup>00</sup>	B2	298,400 <sup>00</sup>
	Plows and Other Products	\$31,000.00	80	24,800 <sup>00</sup>	B3	24,800 <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,222,260 <sup>00</sup>

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Bidder

WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES						
DISCOUNTS TO BE USED						
DISCOUNT FOR 0% = 0%						
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DISCOUNT FOR 30% = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

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CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
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		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 <sup>00</sup>	B1	133,300 <sup>00</sup>
	Bodies	\$373,000.00	69	257,370 <sup>00</sup>	B2	257,370 <sup>00</sup>
	Plows and Other Products	\$31,000.00	69	21,390 <sup>00</sup>	B3	21,390 <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,177,820 <sup>00</sup>

ALT X46



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Bidder

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EXAMPLE FOR ILLUSTRATION PURPOSES						
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
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	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub- Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	33,200 <sup>00</sup>	76.17	25,287 <sup>00</sup>	A	2,022,960 <sup>00</sup>
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 <sup>00</sup>	B1	133,300 <sup>00</sup>
	Bodies	\$373,000.00	80	298,400 <sup>00</sup>	B2	298,400 <sup>00</sup>
	Plows and Other Products	\$31,000.00	80	24,800 <sup>00</sup>	B3	24,800 <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,479,460 <sup>00</sup>

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Bidder

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	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

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	Bodies	\$373,000.00	80	298,400 <sup>00</sup>	B2	298,400 <sup>00</sup>
	Plows and Other Products	\$31,000.00	80	24,800 <sup>00</sup>	B3	24,800 <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,479,460 <sup>00</sup>

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ALT X47

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Bidder  
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	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,720	75.29	23,129	A	1,850,320
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,306,820

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	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
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		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	69	257,310	B2	257,310
	Plows and Other Products	\$31,000.00	69	21,390	B3	21,390
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,262,380

ALT W46



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Bidder

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EXAMPLE FOR BIDDING INFORMATION PURPOSES						
DISCOUNT OF 2% = 2%						
DISCOUNT OF 10% = 10%						
DISCOUNT OF 15% = 15%						
DISCOUNT OF 30% = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
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	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	34,435	76.55	26,361	A	2,108,880
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,565,380

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Bidder

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	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
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	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,565,380

ALT WH7

{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

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EXAMPLE FOR ILLUSTRATION PURPOSES						
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CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub- Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225	73.79	20,089	A	1,607,146.70
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300.00	B1	133,300.00
	Bodies	\$373,000.00	80	298,400.00	B2	298,400.00
	Plows and Other Products	\$31,000.00	80	24,800.00	B3	24,800.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,063,646.70

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{Cab-Chassis Type With Various Bodies, Snow Plows & Associated Options/Accessories; Statewide}

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	Cab-Chassis Options	\$155,000.00	86	133,300.00	B1	133,300.00
	Bodies	\$373,000.00	69	257,370.00	B2	257,370.00
	Plows and Other Products	\$31,000.00	69	21,390.00	B3	21,390.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,019,206.70

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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for MSRP = 23.3%						
Discount for MSRP = 16.6%						
Discount for MSRP = 10.0%						
Discount for MSRP = 10.0%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,935	75.37	23,316	A	1,865,280
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,321,780

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Bidder  
**WICKER FORD, INC.**

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for MSRP = 23.3%						
Discount for MSRP = 16.6%						
Discount for MSRP = 10.0%						
Discount for MSRP = 10.0%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,935	75.37	23,316	A	1,865,280
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	69	257,370	B2	257,370
	Plows and Other Products	\$31,000.00	69	21,390	B3	21,390
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,277,340

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Bidder  
Robert Green  
Chrysler, Dodge, Jeep

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

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Bidder  
Robert Green  
Chevrolet

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	32,155	25.724	2,057,920.00	A	2,057,920.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	87.5%	135,625	B1	135,625.00
	Bodies	\$373,000.00	50.0	186,500	B2	186,500
	Plows and Other Products	\$31,000.00	60.0	18,600	B3	18,600
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,398,645.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	28,890.00	75%	21,667.00	A	1,733,360
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	85%	131,750	B1	131,750.00
	Bodies	\$373,000.00	50%	186,500.00	B2	186,500.00
	Plows and Other Products	\$31,000.00	60%	18,600.00	B3	18,600.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,070,210.00

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Bidder
JOE BASIL CHEVROLET

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 23%
Discount for "B1" = 16%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$29,216. <sup>00</sup>	70.74%	20,667. <sup>00</sup>	A	1,653,360. <sup>00</sup>
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	85%	\$131,750. <sup>00</sup>	B1	\$131,750. <sup>00</sup>
	Bodies	\$373,000.00	69%	\$257,370. <sup>00</sup>	B2	257,370. <sup>00</sup>
	Plows and Other Products	\$31,000.00	69%	\$21,390. <sup>00</sup>	B3	21,390. <sup>00</sup>
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,063,870. <sup>00</sup>

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Bidder
West New Ford

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 23%
Discount for "B1" = 16%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225	80.28%	21,856.23	A	1,748,498
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	81%	125,550	B1	125,550
	Bodies	\$373,000.00	60%	223,800	B2	223,800
	Plows and Other Products	\$31,000.00	60%	18,600	B3	18,600
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,116,448

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Bidder
COUNTRY FOOD, LTD.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 23%
Discount for "B1" = 16%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225.00	75.70%	20,609.32	A	1,648,745.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	91.0%	141,050.00	B1	141,050.00
	Bodies	\$373,000.00	50.0%	186,500.00	B2	186,500.00
	Plows and Other Products	\$31,000.00	65.0%	20,150.00	B3	20,150.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					1,996,445.60

FORD F450 (F46) 4X2 CAB-CHASSIS (PRW) 141" w/B,

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Bidder
COUNTRY FOOD, LTD.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES
Discount for "A" = 23%
Discount for "B1" = 16%
Discount for "B2" = 30%
Discount for "B3" = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,935.00	77.0%	23,819.95	A	1,905,596.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	91.0%	141,050.00	B1	141,050.00
	Bodies	\$373,000.00	50.0%	186,500.00	B2	186,500.00
	Plows and Other Products	\$31,000.00	65.0%	20,150.00	B3	20,150.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,253,296.00

FORD F450 (F47) 4X4 CAB CHASSIS (PRW) 141" w/B,
ALTERNATE BID # 1 / CLASS 4



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Bidder
Dawn Dodge

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	32155	83%	26578.00	A	2,126,240.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	93.5	144,925.00	B1	144,925.00
	Bodies	\$373,000.00	69.5	259,235.00	B2	259,235.00
	Plows and Other Products	\$31,000.00	69.5	21,545.00	B3	21,545.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					

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Bidder
Van Bortel Ford, Inc.

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225.00	.6708	18,262.53	A	1,461,002.40
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	.95	147,250.00	B1	147,250.00
	Bodies	\$373,000.00	.80	298,400.00	B2	298,400.00
	Plows and Other Products	\$31,000.00	.80	24,800.00	B3	24,800.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					1,931,452.40

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Bidder

F A I R P O R T F O R D , L L C

BIDDER IS TO INSERT IN THE SECOND CHART BELOW (in the HIGHLIGHTED AREAS) INFORMATION ON MSRP, DISCOUNT, ETC., THAT HAS BEEN BID ON PRECEEDING PAGE AND IS TO TOTAL ITS BID FOR CLASS. The first chart serves as an example as to how this is to be done. Please see "METHOD OF AWARD" and preceding page for additional information.

EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225	27.31	19,790	A	1,583,200
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	93	144,150	B1	144,150
	Bodies	\$373,000.00	69	257,370	B2	257,370
	Plows and Other Products	\$31,000.00	69	21,390	B3	21,390
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,006,110

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Bidder

G A B R I E L L I T R U C K S A L E S

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EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$27,225.00	78.19%	\$21,286.00	A	\$1,702,880.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	87%	\$134,850.00	B1	\$134,850.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,120,530.00

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Bidder  
BISON TRUCK CENTER, INC.  
2370 WALDEN AVENUE  
BUFFALO, NEW YORK 14225-477E

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EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,225.00	73.34	19,966.82	A	1,597,345.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	94.1	145,855.00	B1	145,855.00
	Bodies	\$373,000.00	74.4	277,512.00	B2	277,512.00
	Plows and Other Products	\$31,000.00	74.4	23,064.00	B3	23,064.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,043,776.60

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Bidder  
BISON TRUCK CENTER, INC.  
2370 WALDEN AVENUE  
BUFFALO, NEW YORK 14225-477E

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EXAMPLE FOR ILLUSTRATION PURPOSES						
Discount for "A" = 23% Discount for "B1" = 16% Discount for "B2" = 30% Discount for "B3" = 30%						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571.43	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	35,580.00	80.59	28,673.92	A	2,293,913.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	94.1	145,855.00	B1	145,855.00
	Bodies	\$373,000.00	74.4	277,512.00	B2	277,512.00
	Plows and Other Products	\$31,000.00	74.4	23,064.00	B3	23,064.00
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					2,740,344.60