

**COUNTY OF ONONDAGA  
DIVISION OF PURCHASE**

**13<sup>TH</sup> FLOOR**

**421 MONTGOMERY STREET  
SYRACUSE NEW YORK 13202**

**BLANKET PRICE AGREEMENT**

**NOTICE OF CONTRACT AWARD**

**COMMODITY/SERVICE:**

**CLASS 4 – 7 CAB- CHASSIS TYPE  
HEAVY DUTY TRUCKS**

**CONTRACT PERIOD:**

**5 YEARS**

**December 10, 2019 – December 9, 2024**

**BID OPENED:**

**December 3, 2019**

**BID REF. #: ONGOV-106-19**

**REFERENCE:**

**7974**

**RENEWAL:**

**At New Fleet Pricing  
Discount from MSRP  
Discount on Options**

**DATE ISSUED:**

**January 31, 2020.**

**INQUIRIES TO:**

**Tierza Sovocool, Buyer  
315-435-3475**

This is only a synopsis of the contract. Complete contract documents/specifications are on file in the Purchase Division. If you require additional information, you may call this office at (315) 435-3458 between 8:30 am and 4:30 pm.

**VENDOR NAME & ADDRESS**

**CONTACT**

**KENWORTH NORTHEAST GROUP  
100 COMMERCE DR  
BUFFALO NY 14218**

**DOUG HUGES [dhughes@kenworthne.com](mailto:dhughes@kenworthne.com)  
716-862-2800**

**BEAM MACK  
6260 EAST MOLLOY ROAD  
EAST SYRACUSE NY 13057**

**GREG ANGWIN [grega@beammack.com](mailto:grega@beammack.com)  
315-437-2574**

VENDOR NAME & ADDRESS

CONTACT

NAVISTAR INC  
LOUDONVILLE NY 1 2211  
399 ALBANY SHAKER ROAD

BOB CARSON [rcarson@stadiumtrucks.com](mailto:rcarson@stadiumtrucks.com)  
DAWN CROUCH- [dawn.crouch@navistar.com](mailto:dawn.crouch@navistar.com)  
315-762-2451- 518-6843378

ROBERT GREEN AUTOMOTIVE  
PO BOX 8002  
ROCK HILL NY 12755

ROBERT GREEN- [rsgreen\\_rgtruck@hotmail.com](mailto:rsgreen_rgtruck@hotmail.com)  
845-794-0300

CADY BROOK ENTERPRISES, LLC  
DBA MOHAWK VALLEY FREIGHTLNER  
PO BOX 201  
YORKVILLE NY 13495

RICK WOODS - [rrwoods@mvfreightliner.com](mailto:rrwoods@mvfreightliner.com)  
315-736-3287

HUNTER KEYSTONE PETERBILT, LP  
DBA HUNTER BUFFLO PETERBILT  
BUFFALO NY 14425

JIM MALARE- [jmalare@huntertrucksales.com](mailto:jmalare@huntertrucksales.com)  
716-684-010

VAN BORTEL FORD ,INC  
71 MARSH ROAD  
E.ROCHESTER NY 14445

JOSH/GEORGE/MARIA- [fleet@vanbortel.com](mailto:fleet@vanbortel.com)  
585-586-7705

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SCOPE:

PRICING:

ESCALATION: Increases to the bid price may be honored at the time of renewal of the contract. Refer to the standard escalation clause in the bid specification.

If a price increase is approved, the Purchase Division will issue an update to the user department(s).

ORDERING: This award has been set up as a blanket contract in the PeopleSoft System. Items must be ordered on-line using the PeopleSoft Requisition.

DELIVERY:

INSPECTION: Departments are responsible for inspecting shipments to ensure that what was ordered was received.

PAYMENT: Payments will be made with the PeopleSoft Purchase Order, receipts, vendor's original invoice and voucher.

DISCREPANCIES: In the event of a discrepancy, contact the vendor at the number listed on the front of this notice.

PROBLEMS: If you experience problems that cannot be resolved with the vendor, use the PO Variance Report/"Change Notice" Request form for the documentation and send it to the Purchase Division Buyer.

**Blanket Price Agreement: AWARD IS BY MANUFACTURER.**

**Term:** Award period shall be for **five (5)** years from, December 10, 2019 through December 9, 2024.

**Extension:**

The County reserves the right to extend the period of the contract ninety (90) days beyond the specified expiration date of the contract.

**Piggybacking:** Onondaga County allow(s) all municipal entities and authorities authorized under the General Municipal Laws of the State of New York to purchase goods and/or services under this contract from anywhere in the state at the discretion of the vendor. *Municipalities outside of New York State may participate if allowed by local law , also at the discretion of the vendor*

**Total MSRP:** MSRP plus destination charges to dealer = Total MSRP

**Pricing:** Vendors **MUST provide verified pricing from the manufacturer.** MSRP plus destination charges to dealer

**Escalation:** The discounts provided for the vehicles and vehicle options cannot be decreased.

**This is the basis for price escalation for the term of the contract.**

**Model Year increases to the MSRP are acceptable as long as discounts are applied as bid.**

**Payment:** Payments will be made with the PeopleSoft Purchase Order, receipts, vendor's original invoice and voucher.( For Onondaga County, City of Syracuse, Syracuse School District, Syracuse Airport Authority and Otsego County, Oswego County and City of Oswego)..

## Bodies

Dump Bodies, Snow plows and associated options accessories are a minimum of 30% from Body vendors.

Equipment vendors can offer their complete lines as part of the contract.

A letter of commitment from body companie(s) attached.

To Include:

Rack bodies

Tank bodies

Service bodies

Utility/Bucket bodies

Wrecker bodies/rollbacks

Emulsion bodies

Dump bodies

Plows

Van bodies/reefer bodies

Utility bodies

Hook lift bodies

Attenuator bodies

Refuse bodies:

Front loaders

Side loaders

Rear loaders

Roll offs

## SPECIAL CONDITIONS (Con't)

**Lower Pricing:** Municipalities reserve the right to negotiate lower pricing with the awarded vendors. Awarded vendors may offer a quantity discounts.

**Government Mandated Program Price Adjustment:** An adjustment in price may be permitted if a government mandated program such as a new standard for emissions takes effect and suitable documentation is furnished.

**Delivery:** Delivery shall be expressed in the number of calendar days required to make delivery after receipt of a purchase order. Delivery shall be made in accordance with the instructions on the purchase order from each Municipality and what is listed on the contract. The Contractor shall acknowledge receipt of the purchase order. If the ordering agency has not received acknowledgement within two (2) weeks, the contractor shall be contracted.

**Delivery Certification:** The Contractor shall secure a signed receipt from the Ordering agency certifying to the delivery of the vehicle. In the event deficiencies are later noted and a properly signed receipt is not available, the Contractor will be responsible.

### **Shipping Dates and Delivery Time**

- Contractor shall provide written acknowledgement of orders within five (5) business days after receipt of order.
- Contractor shall provide ordering agency with anticipated shipping date of completed vehicle with written acknowledgment of order.

Contractors will notify the Division of Purchase in writing of the manufacturer's production build-out date. Such notification **MUST** be submitted immediately upon the contractor being notified by the manufacturer.

The resulting Contractor may supply the next model year vehicle if a build-out date has occurred for the trucks they are awarded. Prices will be held to discount from Total MSRP and the option discount pricing provided in bid. All specifications, terms and conditions of this bid remain in effect for the contract period. If no new model year has been awarded the Contractor may continue to supply the current model year vehicles until depletion of stock or manufacturer's production build-out.

**Delivery:** Price shall include all customs duties and charges, all vehicle preparation and clean-up charges, New York State motor vehicle inspection, installation charges and all other incidentals normally included with providing and delivery of a vehicle including the manufacturer's fees such as destination charges.

**Award:** Award will be by lowest bidder by manufacturer line. Bidders may supply multiple manufacturers/sources for the Dump bodies and Plows and other Bodies as listed at a minimum of 30% discount from lists.

## **SPECIAL CONDITIONS (Con't)**

**Regulations:** The completed vehicle shall conform to all applicable federal, state and local laws in effect at the time of delivery.

**Service:** Prior to delivery, the vehicle shall be completely serviced by the contractor in his own shop. Servicing shall include New York State inspection, engine tune-up, lubrication, wheel alignment, front wheel balancing and all other checks and adjustments required for full, proper servicing of a new vehicle.

**Qualification of Bidder:** Bids for the vehicle will be considered only from manufacturers. Or from factory branch dealers, or manufacturer's franchised dealers. Bidders must be OEM authorized. OEM certification must be available on request.

**Delivery Condition:** Vehicles must be delivered strictly in accordance with specifications. Delivery must be coordinated with the department and delivery shall be made during normal working hours.

**Guarantees by the Contractor:** The manufacturer's standard warranty shall be provided.

**Manuals:** One (1) copy of truck maintenance, parts and operational manuals plus parts lists (if available) shall be delivered to the purchasing agency with the truck, including and not limited to:

1. Driver's manual
2. Cab-chassis service repair manual including a complete parts list, lube chart and wiring, hydraulic and air schematics.
3. Dump body, hoists, spreaders plows and hydraulic pump service. And repair manual including a complete parts list.

**Contact:** Please refer any questions to Tierza Sovocool, Division of Purchase [tierzasovocool@ongov.net](mailto:tierzasovocool@ongov.net)

## MINIMUM SPECIFICATIONS

**Scope:** Provide Class 4-7 vehicles which may include installed Optional Body(s) plows and associated accessories for any Municipalities authorized under General Municipal Laws of the State of New York as specified below.

### **Medium-Duty Trucks**

The Medium-Duty trucks category includes commercial truck classes 4, 5, and 6.

- Class 4: This class of truck has a GVWR of 14,001–16,000 pounds or 6,351–7,257 kilograms.
- Class 5: This class of truck has a GVWR of 16,001–19,500 pounds or 7,258–8,845 kilograms.
- Class 6: This class of truck has a GVWR of 19,501–26,000 pounds or 8,846–11,793 kilograms.

### **Heavy-Duty Trucks-Class -7**

This heavy-duty trucks category includes commercial truck Class 7: This class of truck has a GVWR of 26,001 to 33,000 pounds or 11,794–14,969 kilograms.

**Total MSRP: MSRP plus destination charges to dealer = Total MSRP**

**Award will be based on discount from TOTAL MSRP and Discount on Options per Example:**

**The discounts are the constant that allows price increases for model year increases.**

**Reporting:** A quarterly report of vehicles ordered will be provided to Tierza Sovocool: Onondaga County Division of Purchase at. [tierzasovocool@ongov.net](mailto:tierzasovocool@ongov.net)

Additional Body companies can be added First Week of December during the term of the contract.

Body Companies will agree to work with all the awarded truck dealers.

New vehicles models can be added as long as they meet the current pricing discount as the vehicles they are replacing.



**Example of Pricing for Vehicles**

Manufacturer/Model: AAA Total MSRP 100,000.00

Discount from Total MSRP: 30%

Price of Vehicle: \$70,000.00

Options - Discount from MFG.Option list 10% or better

MFG Options \$20,000 x 10%

MFG Option pricing: 18,000

Total price of Vehicle with OEM options \$ 88,000.00

Body price \$60,000 30% discount \$42,000

Total price of vehicle with body \$130,000.00

**MINIMUM SPECIFICATIONS (Con't)**

**Price and Delivery Allowances:** Pricing will be FOB to any location in New York State. The Delivery Allowance Schedule (DAS) will apply to all Counties in New York State. The DAS will be as follows:

The Contractors will be required to delivery vehicles anywhere within New York State boundaries. Each contractor will be reimbursed for this delivery according to the following Delivery Allowance Schedule (DAS). The DAS shall indicate the maximum dollar amount that will be paid for delivery from the Contractor's point of business, to the delivery location. Municipalities may pick-up vehicle(s) at the Contractor or pre-delivery service dealer location with no delivery allowance charge applied.

The DAS will be used as follows: If the Contractor point of business is in Albany (Region 3) and the desired delivery point is in White Plains (Region 5) the delivery charge will be \$230.00. This charge should be added to the invoice. Each contractor will only be concerned with their particular region (i.e. if the contractor's point of business is in Region 1, the only row that will be utilized is the first one).

Delivery to Region						
Region	1	2	3	4	5	6
1	\$160	\$230	\$380	\$440	\$520	\$680
2	\$230	\$160	\$230	\$230	\$290	\$520
3	\$380	\$230	\$160	\$230	\$230	\$520
4	\$440	\$230	\$230	\$160	\$440	\$660
5	\$520	\$290	\$230	\$440	\$160	\$260
6	\$680	\$520	\$520	\$660	\$260	\$160

Region 1	Region 2	Region 3	Region 4	Region 5	Region 6
Allegany	Broome	Albany	Clinton	Dutchess	Bronx
Cattaraugus	Cayuga	Columbia	Essex	Orange	Kings
Chautauqua	Chenango	Fulton	Franklin	Putnam	Nassau
Chemung	Cortland	Greene	St. Lawrence	Rockland	New York
Erie	Delaware	Hamilton		Sullivan	Queens
Genesee	Herkimer	Montgomery		Ulster	Richmond
Livingston	Jefferson	Rensselaer		Westchester	Suffolk
Monroe	Lewis	Saratoga			New Jersey
Niagara	Madison	Schenectady			
Ontario	Oneida	Schoharie			
Orleans	Oswego	Warren			
Schuyler	Otsego	Washington			
Seneca	Tioga				
Stuben	Tompkins				
Wayne					
Wyoming					
Yates					

**MINIMUM SPECIFICATIONS (Con't)**

Contractor shall furnish the agency with written acknowledgment of the shipping date at least two weeks prior to shipment.

If the shipment will not be made within the delivery time, the Contractor will be required to notify the agency in writing at least two (2) weeks prior to the date of the original delivery. This notification must include the reasons for the delay and the latest date the vehicle will be shipped.

All correspondence on shipping dates and delivery time shall be directed to the ordering agency's contact person.

□  
**NAVISTAR/INTERNATIONAL CLASS- 4**

**VENDOR :NAVISTAR**

**1. Model CV 515- 4X2**

Discount from Total MSRP: 10 %

OEM Option - Discount from list 10%

Discount on body pricing Minimum of: 30%

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**2. Model CV 515- 4X4**

Discount from Total MSRP: 10%

OEM Options - Discount from list-10%

Discount on body pricing Minimum of: 30%

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**NAVISTAR/INTERNATIONAL CLASS-5**

**VENDOR :NAVISTAR**

**3. Model CV 515- 4X2**

Discount from Total MSRP: 10%

OEM Options - Discount from list: 10%

Discount on body pricing Minimum of: 30%

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**4. Model CV 515 4X4**

Discount from Total MSRP: 10%

OEM Options - Discount from list: 10 %

Discount on body pricing Minimum of: 30%

**NAVISTAR/INTERNATIONAL CLASS- 5**

**VENDOR :NAVISTAR**

**5. Model MV607**

Discount from Total MSRP: 30%

OEM Options - Discount from list 15%

Discount on body pricing Minimum of: 30%

MODEL TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

MV607 LP

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**NAVISTAR/INTERNATIONAL CLASS- 6**

**VENDOR :NAVISTAR**

**6 . Model CV 515- 4X2**

Discount from Total MSRP: 10 %

OEM Options - Discount from list:10%

Discount on body pricing Minimum of: 30%

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**7. Model CV 515 4X4**

Discount from Total MSRP: 10 %

OEM Options - Discount from list; 10%

Discount on body pricing Minimum of: 30%

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**NAVISTAR/INTERNATIONAL CLASS-6**

**VENDOR :NAVISTAR**

**8. Model MV607**

Discount from Total MSRP: 30%

OEM Options - Discount from list: 15%

Discount on body pricing Minimum of: 30%

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**NAVISTAR/INTERNATIONAL CLASS-7**

**9. Model MV607**

Discount from Total MSRP: 30%

OEM Options - Discount from list: 15%

Discount on body pricing Minimum of: 30%





**Hino Truck Class - 4**

**VENDOR: ROBERT GREEN**

1. **Model M4**

Discount from Total MSRP: 31 %

OEM Options - Discount from list: 10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

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2. **Model M4 CREW CAB**

Discount from Total MSRP: 38%

OEM Options - Discount from list;10 %

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

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**Hino Truck Class - 5**

**VENDOR: ROBERT GREEN**

**3. Model M5**

Discount from Total MSRP: 31%

OEM Options - Discount from list: 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line

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**4. Model M5 CREW CAB**

Discount from Total MSRP: 30%

OEM Options - Discount from list: 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line

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**Hino Truck Class - 5**

**VENDOR: ROBERT GREEN**

**5. Model M5-H**

Discount from Total MSRP: 29%

OEM Options - Discount from list; 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line

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**6. Model M5-H CREW CAB**

Discount from Total MSRP: 29%

OEM Options - Discount from list 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line

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**Hino Truck Class- 6**

**VENDOR: ROBERT GREEN**

**7. Model LG-238**

Discount from Total MSRP: 31%

OEM Options - Discount from list 10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

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**8. Model LG-258**

Discount from Total MSRP: 30%

OEM Options - Discount from list 10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

**Hino Truck Class- 6**

**VENDOR: ROBERT GREEN**

**9.. Model LG 268**

Discount from Total MSRP: 31%

OEM Options - Discount from list: 10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

**Hino Truck Class 7**

**VENDOR: ROBERT GREEN**

10. **Model L7-338**

Discount from Total MSRP :35%

OEM Options - Discount from list:10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line

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11. **Model XL7**

Discount from Total MSRP: 35%

OEM Options - Discount from list:10%

Discount on body pricing: 50% ;Robert Green Truck Division Full Line





**FREIGHTLINER Class-4**

**VENDOR: CADY BROOK ENTERPRISES-DBAMOHAWK VALLEY FREIGHTLINER**

**1. Model: Custom Chassis MT-45**

Discount from Total MSRP: 36%

OEM Option pricing-- Discount from list: 31 %

Discount on body pricing Minimum of: 30%

**FREIGHTLINER Class-5**

**2. Model: Custom Chassis MT-45**

Discount from Total MSRP: 36 %

OEM Option pricing-- Discount from list 31 %

Discount on body pricing Minimum of: 30%

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**FREIGHTLINER Class-6**

**3. Model: Custom Chassis MT-45**

Discount from Total MSRP: 36%

OEM Option pricing-- Discount from list; 36%

Discount on body pricing Minimum of: 30%

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**4. Model: Custom Chassis MT-55**

Discount from Total MSRP: 36%

OEM Option pricing-- Discount from list 31 %

Discount on body pricing Minimum of: 30%

**FREIGHTLINER Class-6**

**VENDOR: CADY BROOK ENTERPRISES-DBAMOHAWK VALLEY FREIGHTLINER**

**5. Model M2-106**

Discount from Total MSRP:42.1 %

OEM Option pricing-- Discount from list:38.2 %

Discount on body pricing Minimum of: 30%

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**FREIGHTLINER Class-7**

**6. Model: Custom Chassis MT-55**

Discount from Total MSRP:36 %

OEM Option pricing-- Discount from list:31 %

Discount on body pricing Minimum of: 30%

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**7. Model M2-106**

Discount from Total MSRP: 42.1: %

OEM Option pricing-- Discount from list:38.2 %

Discount on body pricing Minimum of: 30%



**MACK CLASS 7**

**VENDOR :BEAM MACK**

**1. Model Granite MHD 42FR**

Discount from Total MSRP: 31%

OEM Option pricing-- Discount from list: 28 %

Discount on body pricing Minimum of: 30%

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**2. Model Granite MHD 42BR**

Discount from Total MSRP: 31%

OEM Option pricing-- Discount from list 28 %

Discount on body pricing Minimum of: 30%

**MACK CLASS 7**

**VENDOR :BEAM MACK**

**3. Model Granite GR 42FR**

Discount from Total MSRP: 41 %

OEM Option pricing-- Discount from list:28 %

Discount on body pricing Minimum of: 30%

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**4. Model Granite GR 42BR**

Discount from Total MSRP: 41

OEM Option pricing-- Discount from list;28 %

Discount on body pricing Minimum of: 30%

**MACK CLASS 7**

**VENDOR :BEAM MACK**

5. **Model Anthem 42R**

Discount from Total MSRP: 41%

OEM Option pricing-- Discount from list 31 %

Discount on body pricing Minimum of: 30%

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**VOLVO CLASS-7**

**VENDOR :BEAM MACK**

**1. Model VHD:42F300**

Discount from Total MSRP:28 %

OEM Option pricing-- Discount from list :28 %

Discount on body pricing Minimum of: 30%

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**2. Model VHD 42B300**

Discount from Total MSRP:;28%

OEM Option pricing-- Discount from list 28 %

Discount on body pricing Minimum of: 30%



**VOLVO CLASS-7**

**VENDOR :BEAM MACK**

**3. Model VNR 42300**

Discount from Total MSRP: 34.5

OEM Option pricing-- Discount from list %

Discount on body pricing Minimum of: 30%

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**KENWORTH CLASS-5**

**VENDOR: KENWORTH NORTHEAST**

**1. Model T 170**

Discount from Total MSRP: 17

OEM Option pricing-- Discount from list 15 %

Discount on body pricing Minimum of: 30%

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**KENWORTH CLASS-6**

**2. Model: T270**

Discount from Total MSRP: 17

OEM Option pricing-- Discount from list 15 %

Discount on body pricing Minimum of: 30%

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**3. Model:K270**

Discount from Total MSRP: 17%

OEM Option pricing-- Discount from list: 15 %

Discount on body pricing Minimum of: 30%

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**4. Model: K270 WITH CLEAR FRAME OPTION**

Discount from Total MSRP: 10%

OEM Option pricing-- Discount from list 10 %

Discount on body pricing Minimum of: 30%

**KENWORTH CLASS-7**

**VENDOR: KENWORTH NORTHEAST**

**5 Model: T370**

Discount from Total MSRP: 17%

OEM Option pricing-- Discount from list : 15 %

Discount on body pricing Minimum of: 30%

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**6. Model: K37 WITHCLEAR FRAME OPTION**

Discount from Total MSRP: 10%

OEM Option pricing-- Discount from list 10 %

Discount on body pricing Minimum of: 30%

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**PETERBILT CLASS 6**

**VENDOR HUNTER BUFFALO PETERBILT**

**1. Model: 325**

Discount from Total MSRP: 24.13

OEM Option pricing-- Discount from list; 17.43 %

Discount on body pricing Minimum of: 30%

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**PETERBILT CLASS 7**

**2. Model: 335--- Replaced by Model 330**

Discount from Total MSRP: 25.23

OEM Option pricing-- Discount from list: 17.43 %

Discount on body pricing Minimum of: 30%

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**3. Model: 337**

Discount from Total MSRP: 27.04

OEM Option pricing-- Discount from list: 17.43 %

Discount on body pricing Minimum of: 30%

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**PRICING PAGES**

**PETERBILT CLASS 7**

**4. Model: 348**

Discount from Total MSRP: 31.55

OEM Option pricing-- Discount from list; 17.43 %

Discount on body pricing Minimum of: 30%

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**5. Model:520**

Discount from Total MSRP: 36.29

OEM Option pricing-- Discount from list: 17.43 %

Discount on body pricing Minimum of: 30%

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**RAM-CLASS-4**

**VENDOR: ROBERT GREEN**

**1. Model: 4500 REG CAB CHASSIS 4X2**

Discount from Total MSRP: 26%

Options - Discount from list 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line

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**RAM-CLASS-5**

**2. Model: 5500 REG CAB CHASSIS 4X2**

Discount from Total MSRP: 26%

Options - Discount from list 10%

Discount on body pricing: 50%; Robert Green Truck Division Full Line



**FORD CLASS 4**

**VENDOR: VAN BORTEL FORD**

**1. Model: F4H F450 DRW 4x4 XLT 205" WB**

Discount from Total MSRP: 22%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**

**F4G-450 DRW 4x2**

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**2. Model: W4H F450 DRW 4x4 XLT 203" WB-**

Discount from Total MSRP: 21.35 %

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**

**W4G-F450 DRW 4x2**

**X4G- F450 DRW 4 X2**

**X4H-F450 DWW 4X4**

**FORD CLASS -5**

**VENDOR: VAN BORTEL FORD**

**3. Model: F5H F550DWR 4X4 XLT 205' WB**

Discount from Total MSRP: 21.75 %

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**  
**F5G F550 DRW 4X2**

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**4. Model: W5H F550 DRW 4X4 XLT 203' WB**

Discount from Total MSRP: 20.85%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**  
**W5G F550RWR 4X2-----X5G F550 DRW 4X2**

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**FORD CLASS -5**

**VENDOR: VAN BORTEL FORD**

**FORD CLASS-6**

**5. Model: W6A F650 CREW CAB GAS**

Discount from Total MSRP: 24.5%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6A , X6A**

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**6. Model: W6D F650 CREW CAB DIESEL**

Discount from Total MSRP: 24.5%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6D, X6D**

**FORD CLASS-6**  
**VENDOR: VAN BORTEL FORD**

**7. Model: W6B F650 CREW CAB GAS KICK UP FRAME**

Discount from Total MSRP: 32%

Option pricing-- Discount from list 20%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6B, X6B**

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**8. Model: W6E F650 CREW CAB DIESEL KICK UP FRAME**

Discount from MSRP: 32%

Option pricing-- Discount from list 20%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6B, X6B**

**FORD CLASS -7**  
**VENDOR: VAN BORTEL FORD**

**9. Model: W7A F750 CREW CAB GAS**

Discount from Total MSRP: 25.5

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options

**F7A-F750 REG. CAB GAS, X7A F750 EXT. CAB GAS**

---

**10. Model: W7D F750 REG CAB DIESEL**

Discount from Total MSRP: 25.5%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options

**F7D F750 REG CAB DIESEL, X7D F750 EXT. CAB**

Van Bortel

After Market Supplier List

Supplier Name

10-75 Emergency Vehicles	Infinite Audio	Swab Wagon Company
Agor Enterprises	J&J Equipment	Tenco
Ainley Kennels & Fab Co	J&M Enterprise Trucking	Thruway Spring
Airflo	Joe Johnson Equipment	Tims Trim
Alliance Fleet	Jomac, Ltd.	Tri-County Communications
Altec	Kaminski	Trinity Logistics
Amthor Welding	Kerr Equipment	Trius
Arrowhead Equip Inc	KJBL Electronics	Unicell
AutoCrafting	Kurtz Welding	Upstate Thermo King
BAF Technologies	La Rosa Automotive	Valley Fab & Equip.
Bob Hastings Collision	Leggett & Platt	Valley NAC
Brlco Technologies	Leonard Wireless Systems	Viking-Cives
Brite Computers	Licciardi Radio Svcs Inc.	VSP Marketing graphic group
Bush Electronics	Loadmaster Corporation	Waynes Welding
Charles D Stahl Sales and Service	M & C Truck Equipment	Ziebart
Clean Vehicle Solutions	Marion Body Works, Inc	
Crown(CK Acquisitions)	MDI	
Cruisers Division	Mobile Fleet	
CUES	Mobility Works	
Custom Truck Creations	Monroe Truck Equipment	
Custom Vehicle Outfitters	Morgan Corp	
Cyncon	Morgan Olson	
Dave Green Island Auto Body	North American Equipment upfitters	
Dealer installed Accy	Northern Supply	
Dejana Truck Equipment- Kings Park	Perinton RV	
Empire Coach Co	Proliner Rescue	
Empire Emergency App	Pursuit Auto Works	
Ewing Graphic	Quigley Motor Company	
Federal Lighting and Install	Regional International Corp	
Fenton Mobility Products	Rockport Commercail Vehicles	
Fleet Pride	ROUSH CleanTech	
Flower City Communications	Route 11 Truck and Equip	
FM Communications	RW Truck and Trailer	
Fontaine Truck Equip	S & T Finishers	
Garys Equipment	Safelite Autoglass	
General Welding	Sagamore Lights	
Gerber(NuLook)	Showalters Equipment	
Gorman Enterprises	Signs Now	
Guthrie Heli-Arc Inc	Smart Systems	
Havis-Shields	Snyder Seat Cover & Upholstery	
Hawk Frame & Axle	Star Headlight & Lantern	
Henderson Ford	Stellar Industries Inc	
Henderson Truck Equipment	Stonewell Bodies & Machine	
Howard Road Garage	STS	
Hudson River Truck and Trailer	Stuctural metal fabricators	
Hudson Valley Public Safety Lighting	Supreme Corp	



**CHEVROLET CLASS -4-6**  
**VENDOR: ROBERT GREEN**

**Pricing for classes 4, 5, and 6 will be based on pricing below**

**1. Model: CC56043 4500 4X2 1WT CREW CAB**

Discount from Total MSRP: 19 %

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

**CC56403 REG CAB**

---

**CC56403 Reg .Cab**

**2. Model. CC56043 4500 4X2 1LT CREW CAB:**

Discount from Total MSRP: 19 %

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

**CC56403**

**CHEVROLET**  
**VENDOR: ROBERT GREEN**

**3. Model: CK56043 4500 4X4 1WT CREW CAB**

Discount from Total MSRP: 19 %

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**CK56043**

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**4 Model: CK56043 4500 4X4 ILT CREW CAB**

Discount from Total MSRP: 19%

Option pricing-- Discount from list 10%

Discount on body pricing Minimum of: 30%

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**CK56043 REG CAB**





## Order Confirmation

Ad Order Number 0009406918

<p><b>Customer</b>  <b>ONONDAGA COUNTY PURCHASE</b>          Account: 389          ONONDAGA COUNTY PURCHASE          JOHN H MULROY CIVIC CENTER 13TH FL, 421 MONTGOMERY ST          SYRACUSE NY 13202 USA          (315)435-3458            FAX: 3154353424          AlyciaGuy@ongov.net</p>	<p><b>Payor Customer</b>  <b>ONONDAGA COUNTY PURCHASE</b>          Account: 389          ONONDAGA COUNTY PURCHASE          JOHN H MULROY CIVIC CENTER 13TH FL, 421 MONTGOMERY ST          SYRACUSE NY 13202 USA          (315)435-3458</p>	<p><b>PO Number</b> Ref. #ONGOV-106-19    <b>Sales Rep.</b> NY Legals  <b>Order Taker</b> Pamela Gallagher    <b>Order Source</b>          Special Pricing</p>
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Tear Sheets 0	TearsheetsCost	\$0.00	Net Amount	\$15.20
Proofs 0			Tax Amount	\$0.00
Affidavits 1	AffidavitsCost	\$5.00	Total Amount	\$15.20
Blind Box			Payment Method	Invoice
Promo Type			Payment Amount	\$0.00
Materials			Amount Due	\$15.20
Invoice Text				

### Ad Schedule

Product	Post Standard	Placement/Class	Legals
# Inserts	1	POS/Sub-Class	Other Legals
Cost	\$10.20	AdNumber	0009406918-01
Ad Type	NY CLS Legal Liner	Ad Size	1 X 17 li
Pick Up #		Ad Attributes	
External Ad #		Color	<NONE>
Production Method	NY_AdBooker	Production Notes	
Run Dates	Sort Text	BIDONGOV10619COUNTYOFONONDAGABIDREFONGOV10619FORFURNISHINGCLASS47CABCHASSISTYPEWD	
11/14/2019			

Product	Syracuse.com	Placement/Class	Legals
# Inserts	1	POS/Sub-Class	Other Legals
Cost	\$0.00	AdNumber	0009406918-01
Ad Type	NY CLS Legal Liner	Ad Size	1 X 17 li
Pick Up #		Ad Attributes	
External Ad #		Color	<NONE>
Production Method	NY_AdBooker	Production Notes	
Run Dates	Sort Text	BIDONGOV10619COUNTYOFONONDAGABIDREFONGOV10619FORFURNISHINGCLASS47CABCHASSISTYPEWD	
11/14/2019			

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0009406918-01

**Ad Content Proof**

**BID #** ONGOV-106-19  
COUNTY OF ONONDA-  
GA - BID REF #  
ONGOV-106-19 FOR  
FURNISHING CLASS 4-7  
CAB-CHASSIS TYPE  
W/DUMP BODIES,  
SNOW PLOWS, AND  
VARIOUS BODY TYPES  
IS DUE DECEMBER 3,  
2019 AT 2 PM IN THE  
DIVISION OF PUR-  
CHASE. REGISTER AT  
[www.empirestatebidsystem.com](http://www.empirestatebidsystem.com) TO DOWN-  
LOAD SPECIFICATION  
DOCUMENTS.

**ONONDAGA COUNTY  
EXECUTIVE DEPARTMENT  
DIVISION OF PURCHASE  
421 MONTGOMERY ST.  
SYRACUSE, NY 13202**

**ADDENDUM NO. 1**

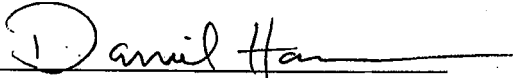
BID REF: ONGOV-106-19  
FOR: Class 4-7 Cab-Chassis Vehicles.  
DEPARTMENT: Various  
OPENING DATE: December 3, 2019

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**Changes to Hino Vehicle Specifications.**

**Per Attached Pricing Pages.**

**END OF ADDENDUM**

  
**Daniel Hammer  
Acting Director**

**DATE: November 21, 2019**

Revised 11/21/19

**PRICING PAGES**

**Hino Truck Class - 4**

1. **Model M4**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

2. **Model M4 CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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Revised 11/21/19

**PRICING PAGES**

**Hino Truck Class - 5**

**3. Model M5**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**4. Model M5 CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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Revised 11/21/19

**PRICING PAGES**

**Hino Truck Class - 5**

**5. Model M5-H**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**6. Model M5-H CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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Revised 11/21/19

**PRICING PAGES**

**Hino Truck Class- 6**

**7. Model LG-238**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**8. Model LG-258**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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Revised 11/21/19

**PRICING PAGES**

**Hino Truck Class- 6**

9.. **Model LG 268**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**PRICING PAGES**

**Hino Truck Class 7**

**10. Model L7-338**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**11. Model XL7**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**Total Price for Hino Vehicles \$** \_\_\_\_\_



Onondaga County  
Executive Department

**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202

[www.ongov.net](http://www.ongov.net)

Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

BID REFERENCE: ONGOV-106-19

Date: November 14, 2019

**BID PROPOSAL**

4-7Cab-Chassis Type W/Dump Bodies, Snow Plows and Various Body Types will be received at the Office of the Purchasing Director, 421 Montgomery Street, Syracuse, NY 13202 until two (2) o'clock P.M. (local time) on December 3, 2019

Onondaga County reserves the right to reject any or all bids.

No Bid Security is required.

No Performance Security is required.

Bidders must use the proposal form and envelope furnished by the Division of Purchase or an envelope that is clearly marked with your company name, the bid reference number and the date the bid is due when submitting their proposals. Envelopes must be sealed when submitted. Faxed bids are unacceptable.

Required for department: Onondaga County, City of Syracuse, Syracuse School District and all Municipalities, and Agencies Authorized under the General Municipal Laws of the State of New York.

Daniel Hammer  
Acting Director

BID REFERENCE: ONGOV-106-19

DATE: November 14, 2019

## **BID PROPOSAL**

Sealed bids for furnishing Class 4-7 Cab-Chassis Type W/Dump Bodies, Snow Plows and Various Body Types will be received at the Office of the Purchasing Director, 421 Montgomery Street, Syracuse, NY 13202 until two (2) o'clock P.M. (local time) on December 3, 2019.

Onondaga County reserves the right to reject any or all bids.

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Required for department: Onondaga County, City of Syracuse, Syracuse School District and all Municipalities, and Agencies Authorized under the General Municipal Laws of the State of New York.

Daniel Hammer  
Acting Director

## SPECIAL CONDITIONS

**Blanket Price Agreement:** This bid will result in a blanket price agreement

**AWARD IS TO BE BY MANUFACTURER. DEALERS MUST BID ALL VEHICLES IN THE MANUFACTURERS CATEGORIES THEY ARE PROVIDING BIDS FOR. THE TOTAL COST MUST BE PROVIDED IN THE BID SUBMITTAL.**

**One award per manufacturer. Vendor must bid on all trucks itemized in their category.**

**Term:** Award period shall be for **five (5)** years from, December 10, 2019 through December 9, 2024.

**Extension:**

The County reserves the right to extend the period of the contract ninety (90) days beyond the specified expiration date of the contract.

**Piggybacking:** Onondaga County allow(s) all municipal entities and authorities authorized under the General Municipal Laws of the State of New York to purchase goods and/or services under this contract from anywhere in the state at the discretion of the vendor. *Municipalities outside of New York State may participate if allowed by local law , also at the discretion of the vendor*

**Total MSRP:** MSRP plus destination charges to dealer = Total MSRP

**Pricing:** Vendors **MUST provide verified pricing from the manufacturer.** MSRP plus destination charges to dealer

**Escalation:** The discounts provided for the vehicles and vehicle options cannot be decreased.

This is the basis for price escalation for the term of the contract.

Model Year increases to the MSRP are acceptable as long as discounts are applied as bid.

**Payment:** Payments will be made with the PeopleSoft Purchase Order, receipts, vendor's original invoice and voucher. (For Onondaga County, City of Syracuse, Syracuse School District, Syracuse Airport Authority and Otsego County, Oswego County and City of Oswego)..

**SPECIAL CONDITIONS(Con't)**

**AWARD:** Award is by Truck manufacturer. with a discount from Total MSRP and discount from MFG. option list

**One award per manufacture. Vendor must bid on all trucks itemized in their category.**

**Dump Bodies,Snow plows and associated options accessories are a minimum of 30% from Body vendors.**

**Vendor Must Provide a list of body vendors that are going to participate in this contract ( see pricing pages).Equipment vendors can offer their complete lines as part of the contract.**

**A letter of commitment from body companies(s) shall be provided at time of bid award.**

**To Include:**

Rack bodies

Tank bodies

Service bodies

Utility/Bucket bodies

Wrecker bodies/rollbacks

Emulsion bodies

Dump bodies

Plows

Van bodies/reefer bodies

Utility bodies

Hook lift bodies

Attenuator bodies

Refuse bodies:

Front loaders

Side loaders

Rear loaders

Roll offs



### SPECIAL CONDITIONS (Con't)

**Lower Pricing:** Municipalities reserve the right to negotiate lower pricing with the awarded vendors' .Awarded vendors may offer a quantity discounts.

**Government Mandated Program Price Adjustment:** An adjustment in price may be permitted if a government mandated program such as a new standard for emissions takes effect and suitable documentation is furnished.

**Delivery:** Delivery shall be expressed in the number of calendar days required to make delivery after receipt of a purchase order. Delivery shall be made in accordance with the instructions on the purchase order from each Municipality and what is listed on the contract. The Contractor shall acknowledge receipt of the purchase order. If the ordering agency has not received acknowledgement within two (2) weeks, the contractor shall be contracted.

**Delivery Certification:** The Contractor shall secure a signed receipt from the Ordering agency certifying to the delivery of the vehicle. In the event deficiencies are later noted and a properly signed receipt if not available, the Contractor will be responsible.

#### **Shipping Dates and Delivery Time**

- Contractor shall provide written acknowledgement of orders within five (5) business days after receipt of order.
- Contractor shall provide ordering agency with anticipated shipping date of completed vehicle with written acknowledgment of order.

Contractors will notify the Division of Purchase in writing of the manufacturer's production build-out date. Such notification **MUST** be submitted immediately upon the contractor being notified by the manufacturer.

The resulting Contractor may supply the next model year vehicle if a build-out date has occurred for the trucks they are awarded. Prices will be held to discount from Total MSRP and the option discount pricing provided in bid. All specifications, terms and conditions of this bid remain in effect for the contract period. If no new model year has been awarded the Contractor may continue to supply the current model year vehicles until depletion of stock or manufacturer's production build-out.

**Delivery:** Price shall include all customs duties and charges, all vehicle preparation and clean-up charges, New York State motor vehicle inspection, installation charges and all other incidentals normally included with providing and delivery of a vehicle including the manufacturer's fees such as destination charges.

**Award:** Award will be by lowest bidder by manufacturer line. Bidders may supply multiple manufacturers/sources for the Dump bodies and Plows and other Bodies as listed at a minimum of 30% discount from lists.

**SPECIAL CONDITIONS (Con't)**

Regulations: The completed vehicle shall conform to all applicable federal, state and local laws in effect at the time of delivery.

Service: Prior to delivery, the vehicle shall be completely serviced by the contractor in his own shop. Servicing shall include New York State inspection, engine tune-up, lubrication, wheel alignment, front wheel balancing and all other checks and adjustments required for full, proper servicing of a new vehicle.

Qualification of Bidder: Bids for the vehicle will be considered only from manufacturers. Or from factory branch dealers or manufacturer's franchised dealers. Bidders must be OEM authorized. OEM certification must be available on request.

Delivery Condition: Vehicles must be delivered strictly in accordance with specifications. Delivery must be coordinated with the department and delivery shall be made during normal working hours.

Guarantees by the Contractor: The manufacturer's standard warranty shall be provided.

Manuals: One (1) copy of truck maintenance, parts and operational manuals plus parts lists (if available) shall be delivered to the purchasing agency with the truck, including and not limited to:

1. Driver's manual
2. Cab-chassis service repair manual including a complete parts list, lube chart and wiring, hydraulic and air schematics.
3. Dump body, hoists, spreaders plows and hydraulic pump service. And repair manual including a complete parts list.

Contact: Please refer any questions to Tierza Sovocool, Division of Purchase tierzasovocool@ongov.net

## **MINIMUM SPECIFICATIONS**

**Scope:** Provide Class 4-7 vehicles which may include installed Optional Body(s) plows and associated accessories for any Municipalities authorized under General Municipal Laws of the State of New York as specified below.

### **Medium-Duty Trucks**

The Medium-Duty trucks category includes commercial truck classes 4, 5, and 6.

- Class 4: This class of truck has a GVWR of 14,001–16,000 pounds or 6,351–7,257 kilograms.
- Class 5: This class of truck has a GVWR of 16,001–19,500 pounds or 7,258–8,845 kilograms.
- Class 6: This class of truck has a GVWR of 19,501–26,000 pounds or 8,846–11,793 kilograms.

### **Heavy-Duty Trucks-Class -7**

This heavy-duty trucks category includes commercial truck Class 7: This class of truck has a GVWR of 26,001 to 33,000 pounds or 11,794–14,969 kilograms.

**Total MSRP: MSRP plus destination charges to dealer = Total MSRP**

**Award will be based on discount from TOTAL MSRP and Discount on Options per Example:**

**The discounts are the constant that allows price increases for model year increases.**

**Reporting:** A quarterly report of vehicles ordered will be provided to Tierza Sovocool: Onondaga County Division of Purchase at. [tierzasovocool@ongov.net](mailto:tierzasovocool@ongov.net)

Additional Body companies can be added First Week of December during the term of the contract.

Body Companies will agree to work with all the awarded truck dealers.

New vehicles models can be added as long as they meet the current pricing discount as the vehicles they are replacing.

**Example of Pricing for Vehicle**

Manufacturer/Model: AAA Total MSRP 100,000.00

Discount from Total MSRP: 30%

Price of Vehicle: \$70,000.00

Options - Discount from MFG.Option list 10% or better

MFG Options \$20,000 x 10%

MFG Option pricing: 18.000

Total price of Vehicle with OEM options \$ 88,000.00

**MINIMUM SPECIFICATIONS (Con't)**

**Price and Delivery Allowances:** Pricing will be FOB to any location in New York State. The Delivery Allowance Schedule (DAS) will apply to all Counties in New York State. The DAS will be as follows:

The Contractors will be required to delivery vehicles anywhere within New York State boundaries. Each contractor will be reimbursed for this delivery according to the following Delivery Allowance Schedule (DAS). The DAS shall indicate the maximum dollar amount that will be paid for delivery from the Contractor's point of business, to the delivery location. Municipalities may pick-up vehicle(s) at the Contractor or pre-delivery service dealer location with no delivery allowance charge applied.

The DAS will be used as follows: If the Contractor point of business is in Albany (Region 3) and the desired delivery point is in White Plains (Region 5) the delivery charge will be \$230.00. This charge should be added to the invoice. Each contractor will only be concerned with their particular region (i.e. if the contractor's point of business is in Region 1, the only row that will be utilized is the first one).

**Delivery to Region**

<b>Region</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
1	\$160	\$230	\$380	\$440	\$520	\$680
2	\$230	\$160	\$230	\$230	\$290	\$520
3	\$380	\$230	\$160	\$230	\$230	\$520
4	\$440	\$230	\$230	\$160	\$440	\$660
5	\$520	\$290	\$230	\$440	\$160	\$260
6	\$680	\$520	\$520	\$660	\$260	\$160

<b>Region 1</b>	<b>Region 2</b>	<b>Region 3</b>	<b>Region 4</b>	<b>Region 5</b>	<b>Region 6</b>
Allegany	Broome	Albany	Clinton	Dutchess	Bronx
Cattaraugus	Cayuga	Columbia	Essex	Orange	Kings
Chautauqua	Chenango	Fulton	Franklin	Putnam	Nassau
Chemung	Cortland	Greene	St. Lawrence	Rockland	New York
Erie	Delaware	Hamilton		Sullivan	Queens
Genesee	Herkimer	Montgomery		Ulster	Richmond
Livingston	Jefferson	Rensselaer		Westchester	Suffolk
Monroe	Lewis	Saratoga			New Jersey
Niagara	Madison	Schenectady			
Ontario	Oneida	Schoharie			
Orleans	Oswego	Warren			
Schuyler	Otsego	Washington			
Seneca	Tioga				
Stuben	Tompkins				
Wayne					
Wyoming					
Yates					

**MINIMUM SPECIFICATIONS (Con't)**

Contractor shall furnish the agency with written acknowledgment of the shipping date at least two weeks prior to shipment.

If the shipment will not be made within the delivery time, the Contractor will be required to notify the agency in writing at least two (2) weeks prior to the date of the original delivery. This notification must include the reasons for the delay and the latest date the vehicle will be shipped.

All correspondence on shipping dates and delivery time shall be directed to the ordering agency's contact person.

**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS-4**

**1. Model CV 515- 4X2**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**2. Model CV 515- 4X4**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS- 5**

**3. Model CV 515- 4X2**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**4. Model CV 515 4X4**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS- 5**

**5. Model MV607**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS- 6**

**6 . Model CV 515- 4X2**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**7. Model CV 515 4X4**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS- 6**

**8. Model MV607**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**NAVISTAR/INTERNATIONAL CLASS-7**

**9. Model MV607**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

\_\_\_\_\_

**Total price for Navistar/International \$ \_\_\_\_\_**



**PRICING PAGES**

**Hino Truck Class - 4**

**1. Model 155**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**2. Model 155DC**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class - 5**

**3. Model 195**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**4. Model 195DC**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class - 5**

**5. Model 195H**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**6. Model 195HDC**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class- 6**

**7. Model 238**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**8. Model 258LP**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class - 6**

**9. Model 258ALP**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**10. Model 268**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class- 6**

11. **Model 268A**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**Hino Truck Class 7**

12. **Model 338**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 5,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**Total Price for Hino Vehicles \$** \_\_\_\_\_



**PRICING PAGES**

**FREIGHTLINER Class-4**

**1. Model: Custom Chassis MT-45**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**FREIGHTLINER Class-5**

**2. Model: Custom Chassis MT-45**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**FREIGHTLINER Class-6**

**3. Model: Custom Chassis MT-45**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**4. Model: Custom Chassis MT-55**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**FREIGHTLINER Class-6**

**5. Model M2-106**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**FREIGHTLINER Class-7**

**6. Model: Custom Chassis MT-55**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**7. Model M2-106**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**Total Price for Freightliner Vehicles \$ \_\_\_\_\_**



**PRICING PAGES**

**MACK CLASS 7**

**1. Model Granite MHD 42FR**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

---

**2. Model Granite MHD 42BR**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**MACK CLASS 7**

**3. Model Granite GR 42FR**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**4. Model Granite GR 42BR**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**PRICING PAGES**

**MACK CLASS 7**

**5. Model Anthem 42R**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**Total Price for Mack Vehicles** \$ \_\_\_\_\_



**PRICING PAGES**

**VOLVO CLASS-7**

**1. Model VHD:42F300**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**2. Model VHD 42B300**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

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**PRICING PAGES**

**VOLVO CLASS-7**

**3. Model VNR 42300**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**Total Price for Volvo Vehicles \$** \_\_\_\_\_



**PRICING PAGES**

**KENWORTH CLASS-5**

**1. Model T 170**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**KENWORTH CLASS-6**

**2. Model: T270**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**3 Model:K270**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**KENWORTH CLASS-6**

**4 Model: K270 WITH CLEAR FRAME OPTION**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:**

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**KENWORTH CLASS-7**

**5. Model: T370**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

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**6. Model: K37 WITHCLEAR FRAME OPTION**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

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**Total Price for Kenworth Vehicles \$ \_\_\_\_\_**



**PRICING PAGES**

**PETERBILT CLASS 6**

**1. Model: 325**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

**MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)**

\_\_\_\_\_

\_\_\_\_\_



**PRICING PAGES**

**PETERBILT CLASS 7**

**2. Model: 335**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**3. Model: 337**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**PETERBILT CLASS 7**

**4. Model: 348**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**5. Model:520**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 20,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**Total Price for Peterbilt Vehicles** \_\_\_\_\_



**PRICING PAGES**

**RAM-CLASS-4**

**1. Model: 4500 REG CAB CHASSIS 4X2**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**PRICING PAGES**

**RAM-CLASS-5**

**2. Model:5500 REG CAB CHASSIS 4X2**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

\_\_\_\_\_

**Total Price for RAM Vehicles \$** \_\_\_\_\_



**PRICING PAGES**

**FORD CLASS 4**

**1. Model: F4H F450 DRW 4x4 XLT 205" WB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**

**F4G-450 DRW 4x2**

**2. Model: W4H F450 DRW 4x4 XLT 203" WB-**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases**

**W4G-F450 DRW 4x2**

**X4G- F450 DRW 4 X2**

**X4H-F450 DWW 4X4**

**PRICING PAGES**

**FORD CLASS -5**

**3. Model: F5H F550DWR 4X4 XLT 205' WB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases  
F5G F550 DRW 4X2**

**4. Model: W5H F550 DRW 4X4 XLT 203' WB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**Description to include XL and XLT trims and all wheelbases  
W5G F550RWR 4X2-----X5G F550 DRW 4X2**

\_\_\_\_\_



**PRICING PAGES**

**FORD CLASS-6**

**5. Model: W6A F650 CREW CAB GAS**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6A , X6A**

**6. Model: W6D F650 CREW CAB DIESEL**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F6D, X6D**

**PRICING PAGES**

**FORD CLASS-6**

**7. Model: W6B F650 CREW CAB GAS KICK UP FRAME**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**F6B, X6B**

**8. Model: W6E F650 CREW CAB DIESEL KICK UP FRAME**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**F6E, X6E**

**PRICING PAGES**

**FORD CLASS -7**

**9. Model: W7A F750 CREW CAB GAS**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F7A-F750 REG. CAB GAS, X7A F750 EXT. CAB GAS**

**10. Model: W7D F750 REG CAB DIESEL**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:

(Same Discount from MSRP and same Discount on options)

**F7D F750 REG CAB DIESEL, X7D F750 EXT. CAB**

**Total Price for FORD Vehicles \$ \_\_\_\_\_**

PRICING PAGES

CHEVROLET CLASS -4-6

Evaluation for classes 4, 5, and 6 will be based on pricing per sample below

**1. Model: CC56043 4500 4X2 1WT CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**CC56403 Reg .Cab**

**2. Model. CC56043 4500 4X2 1LT CREW CAB:**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**CC56403**

**PRICING PAGES**

**CHEVROLET**

**3. Model: CK56043 4500 4X4 1WT CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**CK56043**

**4 Model: CK56043 4500 4X4 ILT CREW CAB**

Total MSRP \_\_\_\_\_

Discount from MSRP: \_\_\_\_\_ %

Price of vehicle \_\_\_\_\_

Options - Discount from list (10% or better): \_\_\_\_\_ %

Options 15,000.00 x \_\_\_\_\_ %

Option pricing \_\_\_\_\_

Total price of vehicle with options \_\_\_\_\_

MODELS TO HAVE THE SAME PRICING STRUCTURE:  
(Same Discount from MSRP and same Discount on options)

**CK56043 REG CAB**

**Total Price for CHEVROLET Vehicles \$ \_\_\_\_\_**



**PROPOSAL AND SIGNATURE PAGE**

Director of Purchasing  
Onondaga County Division of Purchase  
421 Montgomery St.  
Syracuse, NY 13202

I agree to provide all the material and/or labor in accordance with the furnished specifications to the County of Onondaga and/or its political subdivisions. I have clearly identified variations from the published specifications where applicable.

I have received, read and agree to the terms and conditions as set forth in the Instructions to Bidders/General Conditions and any special terms or conditions as set forth in the special conditions or minimum specifications. I specifically read, understand and certify in accordance with section 16.2.1 (non-collusion certification required for public bids) and the Fair Employment reporting requirements (16.2.6). I am authorized by my company to make this commitment.

**REFER TO PRICING PAGES**

Addenda acknowledgment:

I have received and considered the following addenda in submitting this bid:

No. \_\_\_\_\_ Dated: \_\_\_\_\_  
No. \_\_\_\_\_ Dated: \_\_\_\_\_  
No. \_\_\_\_\_ Dated: \_\_\_\_\_

Signature: \_\_\_\_\_  
Printed Name: \_\_\_\_\_  
Title: \_\_\_\_\_

Firm Name: \_\_\_\_\_  
Address: \_\_\_\_\_

Contact person: \_\_\_\_\_

Phone \_\_\_\_\_

Purchase Order Address (if different than above): \_\_\_\_\_  
\_\_\_\_\_

Fax Number: \_\_\_\_\_

Federal ID Number: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Note: Vendors **MUST** provide a W-9 Form with their bid. This form is attached at the end of Instructions to Bidders/General Conditions.

***This page Must be Signed and Returned  
or your bid will be declared Informal!***



Onondaga County  
Executive Department  
**Division of Purchase**  
John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

James Mallare  
Hunter Buffalo Peterbilt  
2370 Walden Ave  
Buffalo NY 14225

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Mallare:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet  
Cc: Tierza Sovocool, file





Onondaga County  
Executive Department

**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202

[www.ongov.net](http://www.ongov.net)

Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Gregory Angwin  
Beam Mack Sales & Service  
6260 E Molloy Rd  
E Syracuse NY 13057

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Angwin:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet

Cc: Tierza Sovocool, file



Onondaga County  
Executive Department  
**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Joshua Reylea  
Van Bortel Ford Inc  
71 Marsh Rd  
E Rochester NY 14445

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Reylea:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet

Cc: Tierza Sovocool, file



Onondaga County  
Executive Department  
**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Martin White  
Navistar Inc  
399 Albany Shaker Rd  
Loudinville NY 12211

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. White:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

A handwritten signature in cursive script that reads "Daniel Hammer".

Daniel Hammer  
Acting Director

DH/ag  
Enc: comp sheet  
Cc: Tierza Sovocool, file



Onondaga County  
Executive Department  
**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Robert Green  
Robert Green Auto & Truck  
P O Box 8002  
Rock Hill NY 12775

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Green:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

A handwritten signature in cursive script that reads "Daniel Hammer".

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet

Cc: Tierza Sovocool, file



Onondaga County  
Executive Department  
Division of Purchase

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Richard Woods  
Mohawk Valley Freightliner  
P O Box 201  
Yorkville NY 13495

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Woods:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet

Cc: Tierza Sovocool, file



Onondaga County  
Executive Department  
**Division of Purchase**

John H. Mulroy Civic Center, 13<sup>th</sup> Floor  
421 Montgomery Street  
Syracuse, NY 13202  
www.ongov.net  
Phone (315) 435-3458

**J. RYAN MCMAHON, II**  
*County Executive*

**DANIEL HAMMER**  
*Acting Director*

December 20, 2019

Doug Hughes  
Kenworth Northeast Group Inc  
100 Commerce Dr  
Buffalo NY 14218

Re: Bid Ref. # ONGOV-106-19      Opened: December 3, 2019  
For: Heavy Duty Class 4-7 Trucks  
Dept.: Various

Dear Mr. Hughes:

It is the intent of the County of Onondaga to enter into a pricing agreement for and to award to your company the items indicated on the attached computation of bids sheet per the terms and conditions of the subject bid.

If you have any questions please feel free to contact Jim Corbett, Specification Writer.

Sincerely,

Daniel Hammer  
Acting Director

DH/ag

Enc: comp sheet

Cc: Tierza Sovocool, file



COUNTY OF ONONDAGA  
DIVISION OF PURCHASE  
COMPUTATION OF BIDS

Opener: 12/20/19  
Reference No.: ON2020E19  
Department: VARIOUS

ITEM No.	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE	BIDDER	UNIT PRICE	TOTAL PRICE	BIDDER
1	FORBUSH TRUCKS HEAVY DUTY CLASS 4+ (6) CARRIERS 175E W/ DUMP BODIES, SNOW FLOWS & OPTIONS/ACCESSORIES.							
2	TOTAL PRICE FOR HINO VEHICLES:	NB		\$ 632,034.00	NB			
3	TOTAL PRICE FOR FREIGHTLINER VEHICLES:	NB		\$ 457,747.00	NB			
4	TOTAL PRICE FOR MAZDA VEHICLES:	NB			NB			
5	TOTAL PRICE FOR VOLVO VEHICLES:	NB			NB			
6	TOTAL PRICE FOR KENWORTH VEHICLES:	NB			NB			
7	TOTAL PRICE FOR PETERBILT VEHICLES:	NB			NB			
8	TOTAL PRICE FOR F/M VEHICLES:	NB			NB			
9	TOTAL PRICE FOR FORD VEHICLES:	NB			NB			
10	TOTAL PRICE FOR CHEVY VEHICLES:	NB			NB			



MANUFACTURERS OF QUALITY  
TRUCK BODIES

---

AIR-FLO MFG. CO., INC.  
365 Upper Oakwood Avenue  
Elmira Heights, NY 14903  
PHONE (607)733-8284  
FAX (607)733-8397

---

TO: Greg Angwin  
FROM: Chuck Musso  
DATE: December 23, 2019  
SUBJECT: Onondaga Bid# ONGOV-106-19 Class 4-7 Trucks

Dear Greg,

Air-Flo Manufacturing, Inc. will be participating in the Onondaga County contract for Class 4-7 trucks. In partnering with Beam Mack Sales and Service Inc, Air-Flo is prepared to offer a 30% discount off List price.

Sincerely,

Chuck Musso  
President  
Air-Flo Manufacturing





PO Box 135  
9761 Trevett Road  
Boston, NY 14025  
Phone: 716.941.6611  
Fax: 716.941.3667

---

12/02/19

Re: Onondaga County commitment letter

Please be advised that Alloy Welding & Fabricating, Inc. agrees to offer the same 30% discount on purchases to all truck OEM's.

If any additional information is needed, please feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert T. Wierzba", with a long, sweeping flourish extending to the right.

Robert T. Wierzba  
President



33 Inverness Center Parkway  
Birmingham, AL 35242

Telephone 205-991-7733  
www.altec.com

November 22, 2019

RE: Onondaga County Bid

To: Stadium International

Altec Industries appreciates the opportunity to provide our equipment to Onondaga County. We can offer you the same categories and models that we are currently awarded on our cooperative purchasing agreements. These include:

- **Aerial Devices**
- **Digger Derricks**
- **Boom Truck Cranes**
- **Knuckle Boom Cranes**
- **Wood Chippers**
- **Pressure Diggers**
- **Service Bodies**
- **Chip Dump Bodies**
- **Cable Handling**
- **Trailers**
- **Tools and Accessories**
- **Training**

Our pricing level offered represents the best discounting available to local / state governments through these programs.

We understand that your chassis will be shipped to our manufacturing facility for installation. We will be responsible to ship the chassis with our equipment package installed back to you upon completion. This arrangement will only be applicable for end users / customers located within the state of New York.

We look forward to a successful partnership.

Riley Browne  
Contract Specialist – Altec Industries



Tank Truck and Truck Body Equipment Specialists

November 19, 2019

Salesman: Joseph DiCioccio

email: [jjd@amthorinternational.com](mailto:jjd@amthorinternational.com)

County of Onondaga, Division of Purchase

13 th Floor, 421 Montgomery Street

Syracuse, NY 13202

Re: Onondaga County Contract – Class 4-7

Amthor Welding Service, Inc. requests to be listed as a Vendor on the Contract, and agrees to offer our products at a 30% discount.

A.G. "Butch" Amthor

President

Amthor Welding Service, Inc.



6216 THOMPSON ROAD STE. 3  
SYRACUSE, NY 13206  
315-448-3236 Office  
315-448-3237 Fax

Doug Hughes  
Director of Municipal Sales  
Kenworth Northeast  
100 Commerce Drive  
Buffalo, NY 14218

December 3, 2019

Blackburn Truck Bodies LLC. is interested in providing equipment for your chassis for the upcoming Onondaga County contract. The discount off our list price is 30%. We are interested in being considered to provide truck bodies and equipment from the following manufacturers:

- Blackburn Aluminum Bodies
- Swaploader Hook Lifts
- R/S Dump Bodies
- Godwin Dump Bodies
- Galion Dump Bodies
- Champion Hoist
- Lanau Dump Bodies
- Warner Service Bodies
- Stahl Bodies & Cranes
- BrandFX Service Bodies
- SnowDogg Plows
- SaltDogg Spreaders
- Buyers Products Parts & Accessories
- Aero Tarp Systems & Parts
- Roll-Rite Tarp Systems & Parts
- R/C Industries Tool Box
- Anthony Liftgates
- Thieman Liftgates
- Deweze Hydraulics
- EZ Stak Mobile Storage
- ProTech Products
- Tarco Sanders & Spreaders
- Transit Truck Bodies
- B&W Hitches
- Wells Cargo Enclosed Trailers
- VMAC Mobile Air Compressors
- Brute Bodies & Truck Boxes
- Highway Products
- Minimizer

Thank you for the opportunity to supply your equipment needs. Please contact me with any questions.

Best regards,  
Jeff Blackburn – President

# BINGHAMTON TRUCK BODY and EQUIPMENT COMPANY

25 ALICE STREET • BINGHAMTON, NEW YORK 13904  
(607) 723-8993 • FAX: (607) 771-0157

SALES•PARTS•SERVICE

Cargo control systems

Dump bodies/Hoists

Frame modification

Hydraulic hoists

Hydraulic liftgates

Pick-up dumps

Platform bodies

Refrigeration systems

Refrigerated vans

Roll-up doors

Service bodies

Stake bodies

Tag/Pusher axles

Tool boxes

Truck cranes

Van bodies

Van racks & shelving

Walk ramps

11-18-19

Navistar , Inc  
399 Albany Shaker Road  
Loudonville, NY 12211

Re: 2020 Onondaga County Contract

Binghamton Truck Body & equipment Corp would like to be part of the Onondaga county Contract Extension. As per the current contract we will agree to the to the 30% off contract list pricing. This will apply to all product that we offer from the below list of vendors.

Morgan Truck body  
Reading Truck body  
Adrian Steel  
Liftmoore crane  
Waltco lift gate  
Maxon lift gate  
Tommy gate lift gate  
Anthony lift gate  
SnowDogg plow  
SaltDogg spreaders  
Smith Metals (salt spreaders)  
Rugby Dump body  
Duramag aluminum Dump bodies  
Duramag aluminum platform and Rack bodies  
Switch N Go bodies  
Brand Fx bodies  
Western Mule bumper cranes

We appreciate the opportunity to work with Onondaga County in the upcoming year.

Binghamton Truck Body is also a NYS Certified Minority Business enterprise

Call with any questions  
Lowell Taylor  
President



130 Broad Avenue  
Fairview, NJ 07022

Cliffside Body Corp.

November 26, 2019

Onondaga County  
Purchasing Division  
421 Montgomery St.  
Syracuse, NY 13202

Ref: Bid 106-19  
Class 4 - 7 trucks

Please include Cliffside Body Corp as part of the above captioned bid. Cliffside Body Corp will offer a 30% discount from list price for equipment sold under this bid.

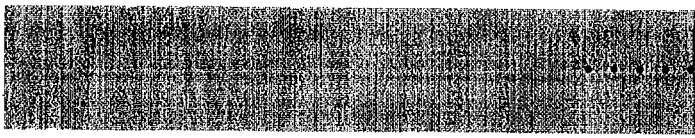
Cliffside Body Corp is located at 130 Broad Ave in Fairview, NJ 07022. The phone number is 201-945-3970. E-mail address for the primary contact is [rob@cliffsidebody.com](mailto:rob@cliffsidebody.com).

If you have any questions, or if you require additional information please contact us at the above phone number or email.

Sincerely,



Robert Greenwald  
VP/Secretary  
Cliffside Body Corp.



# CYNCON

Premier Municipal and Truck Equipment Since 1978

November 25, 2019

Navistar, Inc.  
399 Albany Shaker Road  
Loudonville, NY 12211

Cyncon Equipment is interested in providing equipment to your chassis for the Onondaga County Class 4-7 Truck Bid (ONGOV-106-19). The discount off our list price will be 30%, our terms are Net 30. We are interested in providing truck bodies and equipment from the following manufacturers:

Amplirol Hook Lifts  
Anthony Liftgates  
Bergkamp Pothole Patchers  
Bucks Fabricating  
Fisher Engineering  
Heil Refuse Collection Equipment  
Hughes Service Bodies  
Johnston Street Sweepers  
Galbreath Hook Lift and Roll-Off Hoists  
Ledwell Mfg. Roll Back  
MiniCam Proteus Camera Systems  
ParKan Dumpers  
Petersen Industries Grapples & Bodies  
Sewer Equipment Company Sewer Cleaners & Hydro Excavators  
Stahl Service Bodies & Cranes  
Stellar Hook Lifts & Roll Offs  
Super Products Sewer Cleaners & Hydro Excavators  
Supreme Van Bodies  
Tommy Gate Liftgates  
TBEI Dump Bodies & Hoists  
Venturo Crane

Thank you for the opportunity to supply your equipment needs. Please contact me with any questions.

Best regards,

*Richard Wilcox*

General Manager

Cyncon Equipment, Inc. 7494 West Henrietta Road, Rush, New York 14543  
PH: 585-533-2500 FAX: 585-533-2501  
1-800-429-6266



**D.C. BATES EQUIPMENT CO., INC.**  
10 Airport Drive, P. O. Box 11 | Hopedale, MA 01747  
p 508-473-0041 | f 508-473-5531  
[www.dcbates.com](http://www.dcbates.com)

Doug Hughes  
Director of Municipal Sales  
Kenworth Northeast  
100 Commerce Drive  
Buffalo, NY 14218

May 1<sup>st</sup> 2019

Dear Doug,

DC Bates Equipment is interested in providing equipment for your chassis for the upcoming Onondaga County contract. We are interested in being considered to provide truck bodies and up fitting of hydraulic equipment from (but not limited to) the following manufacturers:

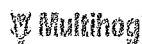
- Palfinger Knuckleboom and Log loader Cranes
- Posi Plus Aerial Devices
- Versa Lift Aerial Devices
- Telelift Hydraulic Ladders
- Builtrite Loaders
- Palpro Mechanics Trucks
- Reading Bodies
- Knapheide Bodies
- Hippo Hydraulic Power Packs
- Boss Compressors
- Palfinger Liftgates
- DMF and Harsco Rail gear

Please see the accompanying line card.

Sincerely,

*Ed Cucci*

Ed Cucci  
Sales Manager  
DC Bates Equipment







Everest Equipment Co.  
1077 Westmount  
Ayer's Cliff, Quebec J0B 1C0 Canada  
819-838-4257  
819-838-5653 fax

November 20, 2019

Mr. Martin White  
Navistar Inc. – International Trucks  
Suite 202  
399 Albany Shaker Rd  
Albany, NY 12211

Re: Onondaga County Contract, Class 4 – 7 - Cab-Chassis Type w/ Dump Bodies, Snow Plows and Various Body Types

Everest Equipment Co. Letter of Commitment

Dear Martin,

We are happy to be included as a body and plow vendor with your Onondaga County bid package.

Everest Equipment Co. will utilize a thirty percent (30%) discount from Everest MSRP price list for dump bodies, snow plows and various body types for this contract.

Following is a listing of our New York State based factory authorized sales, parts and service distributors.

Thank you,

Lyle Roarke  
President  
Everest Equipment Co.

**EVEREST EQUIPMENT CO.**  
**HEAVY- DUTY SNOW & ICE CONTROL**



**ALAMO GROUP**



**Everest Equipment Co.**  
1077 Westmount  
Ayer's Cliff, Quebec J0B 1C0 Canada  
819-838-4257  
819-838-5653 fax

**Everest Equipment Co. New York State Factory Authorized Distributors for Sales, Parts and Service:**

**Western New York:**

**Valley Fabrication & Equipment, Incorporated**  
PO Box 380  
9776 Trevett Rd  
Boston, NY 14025  
Phone: (716) 941-6644  
Contact: Brian Emerling, President  
FEIN: 16-1541913

**Central New York:**

**Tracey Road Equipment, Incorporated**  
PO Box 489  
6803 Manlius Center Rd  
East Syracuse, NY 13057  
Phone: (315) 437-147  
Contact: Leo Schroeder  
FEIN: 16-1058204

**Eastern New York:**

**Zwack, Incorporated**  
PO Box 100  
15875 State Route 22  
Stephentown, NY 12168  
Phone: (518) 733-5135  
Contact: Frank Zwack Jr., President  
FEIN: 14-1515947

**Downstate New York:**

**Reed Systems LLC**  
PO Box 209  
8 Hoar St.  
Ellenville, NY 12428  
Phone: (845) 647-3660  
Contact: Jon Reed  
FEIN: 14-1598092

**EVEREST EQUIPMENT CO.**  
**HEAVY- DUTY SNOW & ICE CONTROL**



**ALAMO GROUP**



Everest Equipment Co.  
1077 Westmount  
Ayer's Cliff, Quebec J0B 1C0 Canada  
819-838-4257  
819-838-5653 fax

December 2, 2019

Mr. Doug Hughes  
Kenworth of Buffalo  
100 Commerce Drive  
Buffalo, NY 14218

Re: Onondaga County Contract, Class 4 – 7 - Cab-Chassis Type w/ Dump Bodies, Snow Plows and Various Body Types

Everest Equipment Co. Letter of Commitment

Dear Doug,

We are happy to be included as a body and plow vendor with your Onondaga County bid package.

Everest Equipment Co. will utilize a thirty percent (30%) discount from Everest MSRP price list for dump bodies, snow plows and various body types for this contract.

Following is a listing of our New York State based factory authorized sales, parts and service distributors.

Thank you,

*Lyle*

Lyle Roarke  
President  
Everest Equipment Co.

**EVEREST EQUIPMENT CO.**  
HEAVY-DUTY SNOW & ICE CONTROL



**ALAMO GROUP**

# Guthrie Heli-Arc Inc./Guthrie Sales & Service

6276 Clinton Street Road  
Bergen, NY 14416  
Phone: 585-494-2600  
Fax: 585-494-2662  
Email: [meqr@guthriewny.com](mailto:meqr@guthriewny.com)

November 27, 2019

Ref - Onondaga County Contract – Class 4 - 7

To: Kenworth Northeast Group Inc.  
Doug Hughes – Municipal Truck Sales Manager

We are pleased to have the opportunity to quote you on the Onondaga County Bid.  
We can offer you the following equipment to be installed on your chassis:

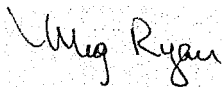
- **Vacall** - AllSweep, AllCatch & AllJet Models
- **Nu-Life Brush Hawg** Grapple Loader
- **New Way Refuse Equipment** to include:
  - Rear Loader – Diamond Back, Viper, Cobra, Cobra Magnum models
  - Side Loader – Mamba, Sidewinder and Rotopac
- **G-S Products** Recycle & Refuse Equipment to include:
  - MP8000 Multipurpose Refuse & Recycle Truck
- **Presvac** Powervac, Liquidvac, Aquavac and Portable Toilet Service Units
- **Bonnell Industries Inc** Leaf Boxes

We will quote equipment with the contingency that the chassis be drop shipped to the specified upfit location. We will be responsible for delivering the completed units back to you.

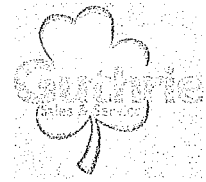
We guarantee at least a 30% discount off list pricing of chosen product.

We look forward to participating with you on this bid.

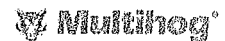
Thank you,



President  
Guthrie Heli-Arc, Inc.  
a.k.a. Guthrie Sales & Service



**BRUSH HAWG**





PO Box 178 2304 Rt. 7  
Harpursville, NY 13787

Phone: 607-693-2064 Fax: 607-693-3520

November 19, 2019

Stadium International Trucks  
105 7<sup>th</sup> North Street  
Liverpool, NY 13088

Attn: Bob Carson

Re: Onondaga Contract

We agree to furnish and install for the period of the contract Pak Mor garbage packer bodies with a 30% discount from the list price including options.

We will also furnish and install the following bodies; Stellar hook-lifts and roll-off Bodies, Swaploader hook-lift bodies, Galfab roll-off bodies and Kann recycling Bodies with a 30% discount from list price including options.

Thank you for your business. If you have any further questions, please do not hesitate to contact me.

Sincerely,

R. Brent Hacker  
President  
Hacker's Packers, Inc.



November 21, 2019

TO: Navistar corp.  
399 Albany Shaker Rd.  
Loudonville NY 12211

RE: Onondaga County Contract

Dear Sirs

Henderson Products Inc. agrees to offer your clients a 30% discount off of the List pricing of our full product line, MG bodies and Swap loader hook lifts in reference to the Onondaga co 2019 Contract.

Thank you for the opportunity to work with you and your company.

Regards,

**Mark Kough**/Sales Manager  
Henderson Products,  
PH: 716-481-6403

**HENDERSON PRODUCTS, INC.**

22686 Fisher Rd., Watertown, NY 13601 • P: (315) 785-0994 • F: (315) 785-0146 • [www.hendersonproducts.com](http://www.hendersonproducts.com)



**HUDSON RIVER TRUCK AND TRAILER**  
**12 COMMERCE ST EXT POUGHKEEPSIE NY, 12603**  
**845-454-7669**

Cory Larrabee Buyer 3  
Onondaga County Division of Purchase  
421 Montgomery ST 13<sup>th</sup> Floor  
Syracuse NY 13202

Onondaga County Purchase Dept,

Hudson River Truck and Trailer would like to offer all of our products to all Truck Manufacturers on Bid Number RFB-ONGOV-106-19 at a 30% Discount.

The products will include the following:

<b>Plow Equipment:</b>	<b>Load Covers:</b>	<b>Utility Bodies:</b>
Monroe	Us Tarp	Knapheide
Wausau	Pioneer	Dura-Mag
Fisher	Roll-Rite	<b>Sanders:</b>
Western	<b>Cranes:</b>	Tarrant
SnowEx	Venco-Ventura	Down Easter
Buyers	<b>Dump Bodies:</b>	Western
<b>Combo-Body Sander &amp; Dump:</b>	R+S	Fisher
Tarrant- Tarco	Iriquois	Buyers
Monroe	Bibeau	SnowEx
Buyers	Rugby	<b>Hydraulics:</b>
	Galion	Force
	Scott	Cirus
		Certified

Thank you,

  
Matthew Maneri  
Owner, Hudson River Truck and Trailer



## J&J Equipment

December 2, 2019

Mr. Doug Hughes  
Kenworth Northeast  
100 Commerce Drive  
Buffalo, NY 14218

Dear Doug,

J&J Equipment LLC is interested in providing equipment to outfit your chassis for the upcoming Onondaga County Contract, MD contract. The Discount we shall show will be 30% off our list price, with terms being **Net 30**.

We are interested in being considered to provide bodies for the products and equipment from the following manufactures:

**TYMCO** Regenerative Air Sweepers  
**Loadmaster** Refuse/recycle collection equipment  
**Dyna Vac** Sewer cleaners  
**Dura Patch** one man and two-man patch units

Thank you for the opportunity to supply your equipment needs. Please feel free to contact my office with any further questions.

Best Regards,

George Lonergan  
President J&J Equipment LLC.  
9055 Brewerton rd.  
Brewerton NY. 13029  
315-699-0656  
[glonergan1@cnymail.com](mailto:glonergan1@cnymail.com)





**Clean Air. Clean Water. Clean Streets.**

November 18, 2019

Utica General Truck  
472 Summit Point Drive  
Henrietta, NY 14467

Re: Onondaga County Contract Renewal

Joe Johnson Equipment LLC would like to be part of the Onondaga County Contract extension. As per original agreement we will continue to extend 30% off Contract List pricing. Applying to all of the products we offer from the following manufacturers; Vactor, Elgin, Labrie, Leach, Wittke, Ring-O-Matic, and Stetco.

Thank you for including us on the 5 year extension.

Sincerely,

Amanda Flagg  
Inside Sales Coordinator  
Joe Johnson Equipment LLC | Clean Air. Clean Water. Clean Streets.  
62 LaGrange Avenue, Rochester, New York 14613 Tel : 585.254.7700  
Cell : 585.944.9391 | Fax : 585.254.9122 [aflagg@jjeusa.com](mailto:aflagg@jjeusa.com) | [www.jjei.com](http://www.jjei.com)

**jjei.com**

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ALBANY	BARRIE	CALGARY	CAMBRIDGE	CHILE	EDMONTON	HALIFAX	MONTREAL	OTTAWA	ROCHESTER	TORONTO	WINNIPEG
518.487.4011	705.733.7700	403.355.3414	519.766.3767	+56 2 429 4190	780.469.1584	902.468.7700	450.253.0805	613.733.7700	585.254.7700	905.474.9993	204.338.0556

# Long Island Sanitation Equipment

1670 New Highway, Farmingdale, NY 11735 • Tel.: 631-531-9292 • Fax: 631-531-9333



Navistar, Inc.  
399 Albany Shaker Road, Suite 202  
Albany, NY 12211

11/26/2019

Attn: Dawn Crouch

Re: Onondaga Bid #RFB-ONGOV-106-19

Class 4-7 Contract

Dear Dawn,

In order to partner with Navistar, Inc. on the above-mentioned bid, Long Island Sanitation Equipment is prepared to offer a 30% discount off the Long Island Sanitation Equipment package price for the various products that we sell as an authorized dealer.

Should you require any further information, please feel free to contact me.

Very Truly Yours,

A handwritten signature in black ink, appearing to read 'R. O. Jordan', written over the typed name below.

Robert O. Jordan, President



Re: Onondaga Bid 7974

Blanket Contract Agreement  
Stadium International  
11/18/2019

Commodity/Service: Class 3-8 Vehicles

Term: 5 years

Price Agreement: This bid will result in a blanket price agreement, 30% less than list

*Holley Carapella*

Office Manager



**T R U C K**  
(P) 315-253-5157  
(F) 315-253-5682

# **NORTHEAST WRECKER SALES INC**

**8 Apollo Drive, Albany, New York 12205**

**Paul Sales Cell: 518-573-8232 Office: 518-869-0873 Fax: 518-869-3353**

**Website: www.northeastwreckersales.com**

**Email: northeastwrecker@hotmail.com**

**Kenworth Northeast Group Inc.  
100 Commerce Drive  
Buffalo, New York 14218**

**December 4, 2019**

**Attention:**

**Dough Hughes – Municipal Truck Sales Manager**

**Northeast Wrecker Sales is a Full Line Miller Industries Dealer. We have agreed to Partner with Kenworth Northeast Group in regard to All Bidding for the Onondaga Contract.**

**We will Supply All Miller Products Including but not limited to Century Chevron, Vulcan, and Holmes Carriers and Wreckers We agree to offer a Minimum Discount of 30% off List on all Product Lines.**

**We will Quote All Equipment with the Contingency that the Chassis to be Drop shipped to the Specified Body upfit Location.**

**Northeast Wrecker Sales will be responsible for delivering the Completed units back to you for end user delivery.**

**We look forward to our Partner Relationship and Participating in All Onondaga County Bids and Contracts.**

**If you have any further Questions or Concerns, Please Call me at 518-573-8232 or email northeastwrecker@hotmail.com**

**Respectfully Submitted**

*Paul Krufchinski*

**Paul Krufchinski / Sales Manager**



## **TRAILER & TRUCK EQUIPMENT**

**ALBANY, BUFFALO, ROCHESTER AND SYRACUSE**

November 19<sup>th</sup>, 2019

2019 Onondaga County ONGOV-106-19 bid package.

STS Trailer & Truck Equipment has agreed to partner with Navistar regarding the Onondaga County ONGOV-106-19 bid package.

*Agreement to offer 30% off all STS list pricing on the following items: Platforms, rack bodies, vans, reefer bodies, hook-lifts, roll-offs, roll backs, dump bodies, service bodies, tarping systems, lift-gates, air compressors, cranes and salt spreaders.*

Thank you.

Respectfully submitted,

Jeff Cain  
Service Manager  
STS Trailer & Truck Equipment  
315-380-8144 Cell  
315-437-5406 x115 Office



## Telford Fifty-Five ENTERPRISES

November 21, 2019

Navistar Corporation  
399 Albany Shaker Road  
Loudonville, NY 12211

To whom it may concern,

Snyder Equipment Sales, Inc., dba Telford Fifty-Five Enterprises would like to be included as a sub-contractor to the **Onondaga County Five Year Contract**. We understand we would be offering the same equipment and services to other counties and municipalities in the state of New York.

The lines of equipment we would offer are:

**Maintainer:** Service Bodies, Cranes, Sign and Lube Bodies

**Vanair:** Air Compressors

**Copma:** Knuckle Boom Cranes and Grapple Saws

**Builtrite:** Hydraulic Loaders and Grapples

**Parkhurst & Rugby:** Stake Bodies and Hydraulic Hoists

**Prentice:** Hydraulic Log, Waste Loaders and Grapples

**Telford Fifty-Five Enterprises:** Custom Built Bodies and Tool Boxes

Telford Fifty-Five Enterprises is giving Onondaga County and any other New York State entities a 30% discount off the list price of the equipment we sell.

Best Regards,

Daniel J. Sullivan  
President





Onondaga County  
421 Montgomery St.  
Syracuse, NY 13202

To whom it may concern,

Tenco Industries, Inc. agrees to offer our product at a 30% discount. If you have any questions please let me know.

Thank You

Brian Eaton

Operations Manager  
Tenco industries, Inc.  
585-346-3040

---

Tenco Industries Inc, 5700 South Lima Rd., P.O. Box 635 Lakeville, NY 14480 Ph: 585-346-3040 Fx: 585-346-2982

Tenco Industries Inc, 29 Pitman Road, Suite # 2, Barre, VT 05641 Ph: 802-476-3161 Fx: 802-476-1003

C:\Users\RCarson\AppData\Local\Microsoft\Windows\Temporary Internet Files\Content.Outlook\FPZO8KGG\ononadaga co latter  
2019.doc



# TRIUUS inc.

458 Johnson Ave. PO BOX.158 Bohemia, N.Y.11716  
631-244-8600 Fax 631-244-8661

[www.triusonline.com](http://www.triusonline.com)



November 18, 2019

Navistar, Inc.

399 Albany Shaker Rd. STE 202

Albany, NY 12211

Attn: Dawn Crouch

Re: Onondaga Bid #RFB-ONGOV-106-19

Class 4-7 Contract

Dear Dawn,

In order to partner with Navistar, Inc. on the above-mentioned bid, Trius, Inc. is prepared to offer a 30% discount off the Trius, Inc. package price for the various products that we sell as an authorized dealer.

Should you require any further information, please feel free to contact me.

Very Truly Yours,

Gary Cervelli



# **UNICELL<sup>®</sup> Body Company**

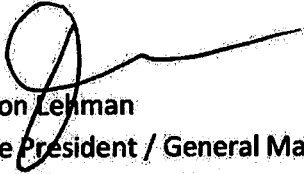
1319 Brighton-Henrietta Townline Road / Rochester, NY 14623 / (585) 424-2660 / Fax (585) 424-2782

To whom it may concern,

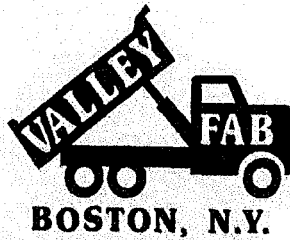
Unicell Body Co., would like to supply the following products we distribute; Knapheide Bodies, Air Flo Dump Bodies, Tommy Gate Liftgates, Western Plows and Spreaders, Fisher Plows, Adrian Steel, TruckCraft, Eby, Switch N Go, Venturo Cranes and Unicell Fiberglass Van Bodies, for the Class 4-7 GWVR Onondaga Bid.

We agree to sell at list less 30%.

Sincerely,



Jason Lehman  
Vice President / General Manager  
Unicell Body Co., Truck Equipment Division



**VALLEY FAB & EQUIPMENT, INC.**  
9776 Trevett Road PO Box 380  
Boston, New York 14025  
Tel # (716) 941-6644 Fax # (716) 941-5066

December 2, 2019

Doug Hughes  
Director of Municipal Sales  
100 Commerce Drive  
Buffalo, NY 14218

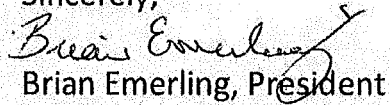
Re: Onondaga County Contract

Dear Mr. Hughes,

Valley Fab and Equipment Inc, have agreed to partner with Kenworth Northeast Group on **Class 3-7 MD Truck Equipment** for Onondaga County Contract. We agree to offer a discount of 30% off List price on all the product lines we offer such as truck bodies, and equipment.

Thank you,

Sincerely,

  
Brian Emerling, President  
Valley Fab & Inc.

# VASSO

## SYSTEMS, INC.

December 23rd, 2019

Beam Mack  
6260 East Molloy Road East  
Syracuse, NY 13057

Attn: Greg Angwin

Re: Onondaga County Contract for Class 4 - 7 Trucks

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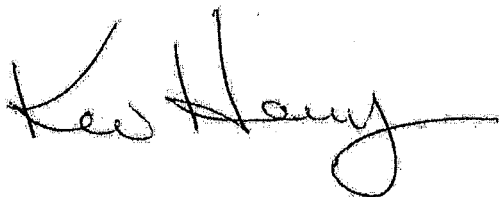
Greg

Vasso Systems Inc will partner with Beam Mack in offering a discount package to contract users.

We will provide a 30% discount off of the Vasso Systems Package Pricing for Truck Bodies and Accessories for Class 4 through 7 Trucks

Thank you for the opportunity to work with you on this project

For Vasso Systems



Ken Heverly  
Regional Sales Manager  
914-475-4790 ken.vasso@gmail.com

Vasso Systems, Inc.  
159 Cook Street  
Brooklyn, N.Y. 11206  
Tel: (718)-417-5303 Fax: (718)-456-9760

\*\*\*\*\*QUOTATION\*\*\*\*\*

**DATE: November 18, 2019**

**TO: Navistar, Inc.**

**RE: Onondaga Contract – Bid #RFB-ONGOV-106-19**

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Josh,

In order to partner w/ Navistar, Inc. on the above referenced contract, Vasso Systems, Inc is prepared to offer a 30% discount off the Vasso Systems package price for the various products that we sell as an authorized dealer.

Should you require any further information, please do not hesitate to contact me.

Sincerely,

Scott Shapiro  
Vice President



**November 18, 2019**

**Mr. Carson,**

**Thank you for your interest in utilizing Viking Cives USA as a subcontractor for Onondaga County Bid. This letter is to confirm our commitment to your organization for the duration of the contract.**

**Viking will offer a minimum 30% discount on all equipment (plows, wings, bodies, sanders, etc) with bodies to include:**

- Rack bodies**
- Tank bodies**
- Service bodies**
- Utility/Bucket bodies**
- Wrecker bodies/rollbacks**
- Emulsion bodies**
- Dump bodies**
- Van bodies/reefer bodies**
- Utility bodies**
- Hook lift bodies**
- Attenuator bodies**
- Sander/Spreaders**
- Interchangeable body systems**
- Combination bodies**

**If you have any questions, please feel free to contact me at any time.**

**Sincerely,**

A handwritten signature in black ink, appearing to read "Michael Jackson", written over a horizontal line.

**Michael Jackson  
President/GM  
Viking Cives USA**