

Bid Opening Results For:

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

DESCRIPTION

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

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

Bidder
WICKER FORD, INC.

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

Bidder
WICKER FORD, INC.

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

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

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

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

Description:

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

REGULAR CA
FORD F37 F350CCAB 4X4
14-INCH WHEELBASE DRW XL-TRI

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

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

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

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

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

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

~~Also see Discount below for all factors affecting the price.~~

~~Also see Discount below for all factors affecting the price.~~

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

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

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

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

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

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

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

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

Model series covered by MSRP schedule(s):

Model series covered by MSRP schedule(s):

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - ~~This discount shall include all factors - labor, installation, mountings, connections, and charges - inspection, profit, overhead, etc.~~

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - ~~This discount shall include all factors - labor, installation, mountings, connections, and charges - inspection, profit, overhead, etc.~~

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

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

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

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

2. Bodies
Discount from List/MSRP:

2. Bodies
Discount from List/MSRP:

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

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

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

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

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

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

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

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

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

Bidder
WICKER FORD, INC.

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

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

DESCRIPTION: FORD X36 F350 CCAB AX2 SUPER CAB
162-INCH WHEELBASE DRW XL-TRIM

\$ 25,640.00

\$ 16,834.13

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

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

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

Also see Bid Book for all factors affecting the price.

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

\$ 8,805.87

34.34%

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

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

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

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

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

Model series covered by MSRP schedule(s):

X36

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

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

Discount from MSRP/Full List Prices:

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

14% F350 7/30/07

2. Bodies

Discount from List/MSRP:

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

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

3. Plows and Other Products

Discount from List/MSRP:

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

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

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

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

Bidder
WICKER FORD, INC.

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

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

DESCRIPTION: FORD X37 F350 CCAB AX4 SUPER CAB
162-INCH WHEELBASE DRW XL-TRIM

\$ 28,545.00

\$ 19,362.13

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

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

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

Also see Bid Book for all factors affecting the price.

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

\$ 9,182.87

32.17%

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

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

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

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

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

Model series covered by MSRP schedule(s):

X37

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

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

Discount from MSRP/Full List Prices:

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

14% F350 7/30/07

2. Bodies

Discount from List/MSRP:

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

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

3. Plows and Other Products

Discount from List/MSRP:

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

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

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

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

Bidder
WICKER FORD, INC.

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

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

CREW CAB
FORD W36 F350 CCAB 4x2
176-INCH WHEEL BASE DRW XL TRIM

Description:

26,500.00

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

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

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

17,635.13

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

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

8,924.87

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

33.60%

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

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

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

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

Model series covered by MSRP schedule(s):

W36

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors: labor, installation, mounting, connections, suspension, overhead, etc.

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

Discount from MSRP/Full List Prices:

14%

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

F350 7/30/07

2. Bodies

Discount from List/MSRP:

20% 31%

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

062907 062907

3. Plows and Other Products

Discount from List/MSRP:

20% 31%

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

062907 062907

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

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

Bidder
WICKER FORD, INC.

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

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

CREW CAB
FORD W37 F350 CCAB 4x4
176-INCH WHEEL BASE DRW XL TR

Description:

29,470.00

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

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

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

20,160.13

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

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

9,303.87

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

31.57%

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

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

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

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

Model series covered by MSRP schedule(s):

W37

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - The discounts shall include all factors: labor, installation, mounting, connections, suspension, overhead, etc.

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

Discount from MSRP/Full List Prices:

14%

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

F350 7/30/07

2. Bodies

Discount from List/MSRP:

20% 31%

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

062907 062907

3. Plows and Other Products

Discount from List/MSRP:

20% 31%

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

062907 062907

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

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Bidder
 Robert Green
 Chrysler-Dodge-JEP

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

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

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

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

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

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

\$7394.00
 34 %

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

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

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

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

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

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

Discount from MSRP/Full List Prices:

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

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

2. Bodies

Discount from List/MSRP:

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

50.0 %
 Robert Green Truck Division
 N45065, 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

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

40.0 %
 Robert Green Truck Division
 N45065, 7/1/2007

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 - THIS CLASS CONTINUES ON NEXT PAGE -

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

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

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

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

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

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

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

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

\$6914.00
 28 %

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

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

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

Gm Price Schedules, 2008 SO
 6/29/07
 2008 Chevrolet Silverado
 3500/HD chassis Cab

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

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

Discount from MSRP/Full List Prices:

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

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

2. Bodies

Discount from List/MSRP:

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

50.0 %
 Robert Green Truck Division, N45
 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

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

40.0 %
 Robert Green Truck Division,
 N45065 2008, 7/1/2007

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 - THIS CLASS CONTINUES ON NEXT PAGE -

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Bidder
 COUNTRY FORD, LTD.

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

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

(10,100# GVWR)

FORD F350 (F3A)
 4X2 CAB CHASSIS (SRW)

\$ 22,815.00

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

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

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

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

\$ 14,825.18

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

\$ 7989.82

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

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

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

64.98 %

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

FORD; PRICE LEVEL 815; 6/25/07

Model series covered by MSRP schedule(s):

FORD F350 (F3A) 4X2 CAB CHASSIS (SRW) 141" W/BASE

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

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

Discount from MSRP/Full List Prices:

91.0 %

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

FORD; PRICE LEVEL 815; 6/25/07
 MSRP DATE

2. Bodies

Discount from List/MSRP:

50.0 %

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

GALION DUMPS / READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

3. Plows and Other Products

Discount from List/MSRP:

65.0 %

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

MEYER SNOW PLOWS
 ST 7.5'; C-8'; C-8.5' 6/27/07
 MSRP DATE

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Bidder
 COUNTRY FORD, LTD.

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

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

(10,400 GVWR)

FORD F350 (F35)
 4X4 CAB CHASSIS (SRW)

\$ 25,800.00

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

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

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

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

\$ 17,425.32

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

\$ 8,374.68

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

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

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

67.54 %

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

FORD; PRICE LEVEL 815; 6/25/07

Model series covered by MSRP schedule(s):

FORD F350 (F35) 4X4 CAB CHASSIS SRW 141" W/BASE

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

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

Discount from MSRP/Full List Prices:

91.0 %

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

FORD; PRICE LEVEL 815; 6/25/07
 MSRP DATE

2. Bodies

Discount from List/MSRP:

50.0 %

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

GALION DUMPS / READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

3. Plows and Other Products

Discount from List/MSRP:

65.0 %

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

MEYER SNOW PLOWS
 ST 7.5'; C-8'; C-8.5' 6/27/07
 MSRP DATE

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

ALTER NATE BID #1 / CLASS 3

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

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

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

(13,000 # GVWR)
 FORD F350 (F36)
 4X2 CAB CHASSIS (DRW)
 \$ 23,700.00
 \$ 15,314.94

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

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

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

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

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

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

FORD, PRICE LEVEL 815; 6/27/07
 FORD F350 (F36) 4X2 CAB CHASSIS (DRW) 141" W/BASE

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

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

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

91.0 %
 FORD, PRICE LEVEL 815; 6/27/07
 MSRP DATE

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

50.0 %
 GALION PUMPS/READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

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

65.0 %
 MEYER SNOW PLOW
 ST 7.5'; C-8'; C-8.5' 6/27/07

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

ALTERNATE BID # 2 / CLASS 3

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

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

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

(13,000 # GVWR)
 FORD F350 (F37)
 F350 4X4 CAB CHASSIS (DRW)
 \$ 26,615.00
 \$ 17,053.34

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

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

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

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

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

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

FORD, PRICE LEVEL 815; 6/27/07
 FORD F350 (F37) 4X4 CAB CHASSIS (DRW)

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

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

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

91.0 %
 FORD, PRICE LEVEL 815; 6/27/07
 MSRP DATE

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

50.0 %
 GALION PUMP BODY/READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

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

65.0 %
 MEYER SNOW PLOWS
 ST 7.5'; C-8'; C-8.5' / 6-27-07

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

ALTERNATE BID # 3 / CLASS 3

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

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Bidder
GABRIELLI TRUCK SALES LTD

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

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

FORD MOTORCO F-350

Description:

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

\$22,815.00

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

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

\$15,137.75

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

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

\$ 7,677.25

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

33.65 %

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

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

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

FORD 2008 CTT DATED 7/2/07

Model series covered by MSRP schedule(s):

FORD F-350

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

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

Discount from MSRP/Full List Prices:

13 %

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

FORD 2008 CTT DATED 7/2/07

2. Bodies

Discount from List/MSRP:

30 %

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

VIKING CIVES 6/30/07

3. Plows and Other Products

Discount from List/MSRP:

30 %

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

VIKING CIVES 6/30/07

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

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

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

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

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

FORD F350 CHASSIS CAB 4

Description:

4X2 SRW 141" CHASSIS (F34)

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

\$22,815.00

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

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

\$14,229.72

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

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

\$ 8585.28

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

62.37 %

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

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

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

2008 F350 CH SRW 815 12-18-06

Model series covered by MSRP schedule(s):

F350 CHASSIS CABS - MODELS F34, F35, F36, F37, W34, B035, W3 W37, X34, X35, X36, X37

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

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

Discount from MSRP/Full List Prices:

5.9 %

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

2008 F350 CH SRW 815 12-18-06

2. Bodies

Discount from List/MSRP:

25.6 %

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

STS G-28-2007, UNICEL JULY 07 R6 VIKING CIVES(USA) 8-1-2007

3. Plows and Other Products

Discount from List/MSRP:

25.6 %

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

STS G-28-2007, UNICEL JULY 07 R6 VIKING CIVES(USA) 8-1-2007

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

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

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

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

FORD F-34 - 10,100" GVWR
 2008 FORD F350 SRW e/c

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

\$22,815.00

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

\$12,510.00

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

\$10,305.00

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

4.517 %

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

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

FORD 2008 F350 e/c PL 815 5/7/07

Model series covered by MSRP schedule(s):

F34, F35, F36, F37, X36, X37, W36 & W37, X34, X35, W34 AND W35

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

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

Discount from MSRP/Full List Prices:

7 %

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

2008 FORD F350 e/c PL 815 5/7/07

FORD MOTOR CO

2. Bodies

Discount from List/MSRP:

31 %

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

PLEASE SEE ENCLOSED LETTER

3. Plows and Other Products

Discount from List/MSRP:

31 %

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

PLEASE SEE ENCLOSED LETTER

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

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

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

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

Ford F350 4x2
 F34 SRW 141" WB

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

\$22,815.00

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

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

\$12,956.64

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

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

\$9858.36

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

43.21 %

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

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

PL 815 12/14/06

Model series covered by MSRP schedule(s):

F34 F35 F36 F37
 X34 X35 X36 X37
 W34 W35 W36 W37

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

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

Discount from MSRP/Full List Prices:

5 %

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

PL 815 12/14/06
 Ford Price List

2. Bodies

Discount from List/MSRP:

20 %

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

see attached

3. Plows and Other Products

Discount from List/MSRP:

20 %

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

see attached.

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

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

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

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

Dodge DC 3463
Ram 3500 CC 2 wheel
 \$ 21940.⁰⁰

Description:

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

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

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

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

\$ 14765.⁰⁰

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

\$ 7175.⁰⁰
 33 %

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

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

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

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

DaimlerChrysler Dealer connect
6/15/2007
3500 Ram 1-Ton

Model series covered by MSRP schedule(s):

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

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

Discount from MSRP/Full List Prices:

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

6.5 %
DaimlerChrysler Dealer connect
6/15/2007

2. Bodies

Discount from List/MSRP:

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

30.5 %
STS Trailer + Truck
6/28/2007

3. Plows and Other Products

Discount from List/MSRP:

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

30.5 %
STS Trailer + Truck
6/28/2007

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

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

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

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

2008 CHEVROLET CC3100
2WD REG CAB/CHASSIS

Description:

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

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

\$ 24,975.⁰⁰

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

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

\$ 17,375.⁰⁰

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

\$ 7,600.⁰⁰
 30.43 %

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

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

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

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

GM DEALER WORLD 6/18/2008
2008 CHEVROLET 3500 HD
CAB/CHASSIS

Model series covered by MSRP schedule(s):

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

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

Discount from MSRP/Full List Prices:

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

15 %
GM DEALER WORLD 6-18-2008
2008 CHEVROLET 3500 HD
CAB/CHASSIS

2. Bodies

Discount from List/MSRP:

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

31 %
VALLEY FARM EQUIP. 6-29-07 | *STS TRAILER TRUCK EQUIP 6-2*

3. Plows and Other Products

Discount from List/MSRP:

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

31 %
VALLEY FARM EQUIP. 6-29-07 | *STS TRAILER TRUCK EQUIP 6-2*

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

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

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

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

Bidder
WICKER FORD, INC.

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

Bidder
WICKER FORD, INC.

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

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

EXAMPLE FOR ILLUSTRATION PURPOSES
Table with columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes sub-items A, B1, B2, B3 and a weighted bid value calculation.

EXAMPLE FOR ILLUSTRATION PURPOSES
Table with columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes sub-items A, B1, B2, B3 and a weighted bid value calculation.

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

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

CHART FOR INSERTION OF BID INFORMATION
Table with columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes handwritten entries for UNICELL and TENC0.

CHART FOR INSERTION OF BID INFORMATION
Table with columns: CLASS, CATEGORY, MSRP/FULL LIST PRICE, PERCENT (100% minus Discount Bid), Application of PERCENT to MSRP ("Net Bid Price"), Sub-Item, QUANTITY multiplied by "Bid Price". Includes handwritten entries for UNICELL and TENC0.

Handwritten calculations for weighted bid value for class with TENC0 bodies. Includes items like 217,580 - B1, 207,000 - B2, 103,500 - B3.

Handwritten calculations for weighted bid value for class with UNICELL bodies. Includes items like 217,580 - B1, 207,000 - B2, 103,500 - B3.

Wicker Ford P2

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

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

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

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Bidder
WICKER FORD, INC.

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

EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for MSRP = 37%
Discount for EST = 17%
Discount for MSRP = 30%
Discount for EST = 30%

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

W36 F350 CREWCAB CCAB 4X2 176-IN WB XL

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	26,500	60.4%	17,635.84	A	2,469,017.60
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					

UNICELL
TENC0

UNICELL BODIES

W/TENC0 BODIES 300,000 69% 207,000 - B2 207,000 -
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENC0 BODIES 2,997,097.60

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

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	29,470	68.4%	20,166.32	A	2,823,284.94
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					

UNICELL
TENC0

UNICE B0

W/TENC0 BODIES 300,000 69% 207,000 - B2 207,000 -
103,500 - B3 103,500

WEIGHTED BID VALUE FOR CLASS W/TENC0 BODIES 3,351,364.94

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

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

Bidder
WICKER FORD, INC.

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

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

EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for "A" = 37%
 Discount for "B1" = 17%
 Discount for "B2" = 30%
 Discount for "B3" = 30%

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

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

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	24,170	69%	20,166.32	A	2,823,284.94
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	86%	217,580	B1	217,580
	Bodies	\$300,000.00	82%	246,000	B2	246,000
	Plows and Other Products	\$150,000.00	69%	103,500	B3	103,500
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						3,390,364.94

UNICELL
TENCO

UNICELL BODIES

A 2,823,284.94

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

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

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

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

Bidder
 JOE BASIL CHEVROLET

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

EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for "A" = 37%
 Discount for "B1" = 17%
 Discount for "B2" = 30%
 Discount for "B3" = 30%

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

CHART FOR INSERTION OF BID INFORMATION

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

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

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Bidder
 Robert Green
 Chrysler, Dodge, Jeep

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

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

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

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Bidder
 Robert Green
 Chevrolet

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

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

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

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Bidder
 COUNTRY FOOD, LTD.

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

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

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	22,815.00	64.98%	14,825.10	A	2,075,525.20
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	91.0%	230,230.00	B1	230,230.00
	Bodies	\$300,000.00	50.0%	150,000.00	B2	150,000.00
	Plows and Other Products	\$150,000.00	65.0%	97,500.00	B3	97,500.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,553,255.20

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

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

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

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	25,800.00	67.54%	17,425.32	A	2,439,544.80
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	91.0%	230,230.00	B1	230,230.00
	Bodies	\$300,000.00	50.0%	150,000.00	B2	150,000.00
	Plows and Other Products	\$150,000.00	65.0%	97,500.00	B3	97,500.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,917,274.80

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

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

Bidder
 COUNTRY FOAR, LTD.

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

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

FORD F350 (F36) AX2 CAB-CHASSIS (DRW) 141" w/b.
 ALTERNATE BID #2 / CLASS 3

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

Bidder
 COUNTRY FOAR, LTD.

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

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

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

FORD F350 (F37) 4x4 CAB-CHASSIS (DRW) 141" w/b.
 ALTERNATE BID #3 / CLASS 3

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

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

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

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

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Bidder
Dean Dodge

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

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

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

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

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Bidder
Van Bortel Ford, Inc.

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

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

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

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

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Bidder
FAIRPORT FORD LLC

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

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

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

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

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

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

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

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

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

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

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

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

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Bidder
PROSECTON CHEVROLET INC

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

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

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
3	Base Cab-Chassis QUANTITY: 140	24,975.00	73.42%	18,338.00	A	2,567,320.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$253,000.00	91%	237,820.00	B1	257,820.00
	Bodies	\$300,000.00	80%	240,000.00	B2	240,000.00
	Plows and Other Products	\$150,000.00	80%	120,000.00	B3	120,000.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						3,165,140.00

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

Bidder
WICKER FORD, INC.

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

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

Description:

FORD W46 2X4
 CREW-CAB 176" W/B
 \$30,770⁰⁰

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

\$30,770⁰⁰

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

\$23,129⁰¹

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

\$7,591⁰⁰

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

24.71%

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

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

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

LEVEL 870

Model series covered by MSRP schedule(s):

F 450

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

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

Discount from MSRP/Full List Prices:

14%

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

LEVEL 870

2. Bodies

Discount from List/MSRP:

20%

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

6-29-07	6-29-07
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3. Plows and Other Products

Discount from List/MSRP:

20%

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

6-29-07	6-29-07
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UNICEL	TEALD
20%	31 9/10

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

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

Bidder
WICKER FORD, INC.

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

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

Description:

FORD W47 4X4
 CREW CAB 176" W/B
 \$34,435⁰⁰

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

\$34,435⁰⁰

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

\$26,361⁰⁰

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

\$8,074⁰⁰

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

23.45%

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

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

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

LEVEL 870

Model series covered by MSRP schedule(s):

F-450

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

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

Discount from MSRP/Full List Prices:

14%

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

LEVEL 870

2. Bodies

Discount from List/MSRP:

20%

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

6-29-07	6-29-07
---------	---------

3. Plows and Other Products

Discount from List/MSRP:

20%

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

6-29-07	6-29-07
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- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
 - THIS CLASS CONTINUES ON NEXT PAGE -

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

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

Bidder
WICKER FORD, INC.

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

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

FORD F46 2X4
c/c 141" w/B

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

\$ 27,225.00

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

\$ 20,089.00

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

\$ 7,136.00

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

26.21%

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

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

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

LEVEL 870

Model series covered by MSRP schedule(s):

F-450 4X2 141"

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - This discount shall include all factors - labor, installation, mounting, connections, overhead, profit, etc. - on the above items.

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

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

LEVEL 870
7-1-07

2. Bodies Discount from List/MSRP:

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

UNICELL 20%
TRUCK 31%

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

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

6-29-07 6-29-01
20% 31%

6-29-07 6-29-01

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

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

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

Bidder
WICKER FORD, INC.

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

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

FORD F47 4X4
c/c 141" w/B

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

\$ 30,935.00

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

\$ 23,316.00

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

\$ 7,619.00

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

24.63%

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

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

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

LEVEL 830

Model series covered by MSRP schedule(s):

F-450 4X4 141" w/B

B. PURCHASES FROM PRICE LIST(S) FOR OPTIONS, EQUIPMENT, ACCESSORIES, ETC. - This discount shall include all factors - labor, installation, mounting, connections, overhead, profit, etc. - on the above items.

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

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

LEVEL 830
7-1-07

2. Bodies Discount from List/MSRP:

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

UNICELL 20%
TRUCK 31%

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

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

6-29-07 6-29-01
20% 31%

6-29-07 6-29-01

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

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

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

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

Dodge RAM 4163
 Ram 4500 cqb/chassis
 \$32,155.00
 \$25,724.00

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

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

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

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

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

\$6431.00
 20.0%

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

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

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

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

Dodge Truck 4500 cqb/chassis
 6/15/2007
 All 4500 Series Dodge Trucks

Model series covered by MSRP schedule(s):

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

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

Discount from MSRP/Full List Prices:

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

12.5%
 Dodge Truck 4500 cqb/chassis
 6/15/2007

2. Bodies

Discount from List/MSRP:

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

50.0%
 Robert Green Truck Division
 N950GS 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

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

40.0%
 Robert Green Truck Division
 N950GS 7/1/2007

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

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

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

Chevrolet CC 4C042
 C4500 2ws reg cqb
 \$28,890.00
 \$21,667.00

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

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

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

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

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

\$7223.00
 25.0%

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

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

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

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

Gm Price Schedule 5, 2008 50.0%
 6/29/07
 4500 chassis cqb

Model series covered by MSRP schedule(s):

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

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

Discount from MSRP/Full List Prices:

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

15.0%
 Gm Price Schedule 5, 2008 50.0%
 6/29/07

2. Bodies

Discount from List/MSRP:

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

50.0%
 Robert Green Truck Division,
 N950GS, 7/1/2007

3. Plows and Other Products

Discount from List/MSRP:

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

40.0%
 Robert Green Truck Division
 N950GS, 7/1/2007

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

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

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

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

FORD 2008
 F450

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

\$ 27,225

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

\$ 21,856.²³

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

\$ 5368.²²

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

19.72 %

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

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

5/7/07
 2008 MY FORD F450 PRICE LIST

Model series covered by MSRP schedule(s):

F46, F47, X46, X47, W46, W47
 XL, XLT, LARIAT

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

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

19 %

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

2008 MY FORD F450
 2008 MY FORD F450 PRICE LIST

2. Bodies Discount from List/MSRP:

40 %

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

Unicell Body Co July 07 Rev 1

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

40 %

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

Unicell Body Co July 07 Rev 1

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

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

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

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

2008 CHEVROLET CC4C04
 REG CAB 2WD

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

\$ 29,216.⁰⁰

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

\$ 20,667.⁰⁰

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

\$ 8,549.⁰⁰

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

29.26 %

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

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

GM AUTOBOOK VER. 127. 6-26-

Model series covered by MSRP schedule(s):

CHEVROLET KODIAK C-SER
 CC4500

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

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

15 %

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

GM AUTOBOOK VER. 127
 6-26-07

2. Bodies Discount from List/MSRP:

31 %

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

VALLEY FAB & STS TRAILER
 EQUIPMENT 6-29-07 TRUCK EQUIP 6

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

31 %

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

VALLEY FAB & STS TRAILER
 EQUIPMENT 6-29-07 TRUCK EQUIP 6

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

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

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

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

(16,000 # GVWR)
 FORD F450 (F46)
 4X2 CAB CHASSIS (DRW)
 \$ 27,225.00

Description:

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

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

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

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

\$ 20,609.32

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

\$ 6,615.68

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

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

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

75.70 %

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

FORD, PRICE LEVEL 815; 6/27/07

Model series covered by MSRP schedule(s):

FORD, F450 (F46) 4X2 CAB CHASSIS (DRW) 141" W/BASE

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

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

Discount from MSRP/Full List Prices:

91.0 %

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

FORD, PRICE LEVEL 815; 6/27/07
 MSRP DATE

2. Bodies

Discount from List/MSRP:

50.0 %

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

GALION DUMPS / READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

3. Plows and Other Products

Discount from List/MSRP:

65.0 %

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

MEYER SNOW PLOWS
 ST 7.5', C-8', C-8.5' 6/27/07

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

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

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

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

(16,000 # GVWR)
 FORD F450 (F47)
 4X4 CAB-CHASSIS (DRW)
 \$ 30,935.00

Description:

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

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

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

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

\$ 23,819.95

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

\$ 7,115.05

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

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

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

77.0 %

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

FORD, PRICE LEVEL 815; 6/27/07

Model series covered by MSRP schedule(s):

FORD, F450 (F47) 4X4 CAB CHASSIS (DRW) 141" W/BASE

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

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

Discount from MSRP/Full List Prices:

91.0 %

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

FORD, PRICE LEVEL 815; 6/27/07
 MSRP DATE

2. Bodies

Discount from List/MSRP:

50.0 %

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

GALION DUMPS / READING BODIES
 6/27/07 MSRP DATE (SEE ATTACHED)

3. Plows and Other Products

Discount from List/MSRP:

65.0 %

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

MEYER SNOW PLOWS
 ST 7.5', C-8', C-8.5' 6/27/07

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

ALTERNATE BID #1 / CLASS A

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

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

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

Description:

Dodge DM4L63
 Ram 4500 2-C Wheel
 \$ 32,155.⁰⁰

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

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

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

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

\$ 26,578.⁰⁰

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

\$ 5,577.⁰⁰
 17 %

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

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

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

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

Model series covered by MSRP schedule(s):

Dealer Connect 6/15/07
 Ram 4500

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

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

Discount from MSRP/Full List Prices:

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

6.5 %
 Dealer Chrysler Dealer Connect
 6/15/07

2. Bodies

Discount from List/MSRP:

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

30.5 %
 STS Trailer + Truck
 6/28/07

3. Plows and Other Products

Discount from List/MSRP:

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

30.5 %
 STS Trailer + Truck
 6/28/07

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

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

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

Description:

Ford F450 4x2
 F46 DRW 141"WB

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

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

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

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

\$ 27,225.00

\$ 18,262.53

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

\$ 8,962.47
 32.92 %

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

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

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

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

Model series covered by MSRP schedule(s):

PL815 12/14/06

F46 F47
 X46 X47
 W46 W47

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

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

Discount from MSRP/Full List Prices:

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

5 %

PL815 12/14/06
 Ford Price List

2. Bodies

Discount from List/MSRP:

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

20 %

See attached

3. Plows and Other Products

Discount from List/MSRP:

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

20 %

See attached

- BIDDER IS TO TRANSFER INFORMATION FROM THIS PAGE AND INSERT IN CHART ON NEXT PAGE -
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PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder BISON TRUCK CENTER, INC.
 2370 WALDEN AVENUE
 BUFFALO, NEW YORK 14225-4778

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

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

FORD F450 CHASSIS CAB 4X2
 Description: 4X2 DRW 141" CHASSIS

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

\$ 27,225.00

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

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

\$ 19,966.82

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

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

\$ 7,258.18

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

73.34 %

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

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

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

2008 F450 CH DRW 815 12-18-06

Model series covered by MSRP schedule(s):

F450 CHASSIS CAB F46, F47
 W46, W47, X46, X47

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

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

Discount from MSRP/Full List Prices:

5.9 %

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

2008 F450 CH DRW 815 12-18-06

2. Bodies

Discount from List/MSRP:

25.6 %

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

STS 628-07, UNICEC JULY 07 REV 4
 VIKING CUES 8-1-2007

3. Plows and Other Products

Discount from List/MSRP:

25.6 %

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

STS 6-28-07, UNICEC JULY 07 REV 4
 VIKING CUES 8-1-2007

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

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

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

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

FORD L45
 Description: LOW CAB FORWARD

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

\$ 35,580.00

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

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

\$ 28,673.92

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

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

\$ 6,906.08

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

80.59 %

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

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

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

CTT LEVEL 815 DRAFT

Model series covered by MSRP schedule(s):

LCF L45

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

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

Discount from MSRP/Full List Prices:

5.9 %

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

CTT LEVEL 815 DRAFT

2. Bodies

Discount from List/MSRP:

25.6 %

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

STS 6-28-2007, UNICEC JULY 07 REV 4
 VIKING CUES 8-1-2007

3. Plows and Other Products

Discount from List/MSRP:

25.6 %

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

STS 6-28-2007, UNICEC JULY 07 REV 4
 VIKING CUES 8-1-2007

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

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

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

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

EXAMPLE FOR ILLUSTRATION PURPOSES						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$285,714.3	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

EXAMPLE FOR ILLUSTRATION PURPOSES						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$285,714.3	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	295,000 ⁰⁰	74.81	22,072 ⁰⁰	A	1,765,760 ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 ⁰⁰	B1	133,300 ⁰⁰
	Bodies	\$373,000.00	80	298,400 ⁰⁰	B2	298,400 ⁰⁰
	Plows and Other Products	\$31,000.00	80	24,800 ⁰⁰	B3	24,800 ⁰⁰
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,222,260 ⁰⁰

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	295,000 ⁰⁰	74.81	22,072 ⁰⁰	A	1,765,760 ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 ⁰⁰	B1	133,300 ⁰⁰
	Bodies	\$373,000.00	69	257,370 ⁰⁰	B2	257,370 ⁰⁰
	Plows and Other Products	\$31,000.00	69	21,390 ⁰⁰	B3	21,390 ⁰⁰
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,177,820 ⁰⁰

ALT X46

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

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Bidder

WICKER FORD, INC.

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

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

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

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Bidder

WICKER FORD, INC.

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

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	33,200 ⁰⁰	76.17	25,287 ⁰⁰	A	2,022,960 ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300 ⁰⁰	B1	133,300 ⁰⁰
	Bodies	\$373,000.00	80	298,400 ⁰⁰	B2	298,400 ⁰⁰
	Plows and Other Products	\$31,000.00	80	24,800 ⁰⁰	B3	24,800 ⁰⁰
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,435,070 ⁰⁰

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Bidder
WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES

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

CHART FOR INSERTION OF BID INFORMATION

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

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Bidder
WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES

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

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,720	75.29	23,129	A	1,850,320
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	69	257,310	B2	257,310
	Plows and Other Products	\$31,000.00	69	21,390	B3	21,390
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,267,880

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Bidder
WICKER FORD, INC.

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

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	34,435	76.55	26,321	A	2,108,880
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,565,380

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Bidder
WICKER FORD, INC.

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

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	34,435	76.55	26,321	A	2,108,880
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300	B1	133,300
	Bodies	\$373,000.00	80	298,400	B2	298,400
	Plows and Other Products	\$31,000.00	80	24,800	B3	24,800
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,565,380

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ALT WH7

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

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

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Bidder

WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for MSRP = 77%
 Discount for BEU = 16%
 Discount for BEU = 10%
 Discount for BEU = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$2815,143	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,205	73.79	20,089	A	1,607,146.20
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300.00	B1	133,300.00
	Bodies	\$373,000.00	80	298,400.00	B2	298,400.00
	Plows and Other Products	\$31,000.00	80	24,800.00	B3	24,800.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,063,646.20

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

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

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Bidder

WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for MSRP = 77%
 Discount for BEU = 16%
 Discount for BEU = 10%
 Discount for BEU = 30%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$2815,143	77%	\$22,000.00	A	\$1,760,000.00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	84%	\$130,200.00	B1	\$130,200.00
	Bodies	\$373,000.00	70%	\$261,100.00	B2	\$261,100.00
	Plows and Other Products	\$31,000.00	70%	\$21,700.00	B3	\$21,700.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000.00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	27,205	73.79	20,089	A	1,607,146.20
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	86	133,300.00	B1	133,300.00
	Bodies	\$373,000.00	69	257,370.00	B2	257,370.00
	Plows and Other Products	\$31,000.00	69	21,390.00	B3	21,390.00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,019,206.20

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

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

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Bidder
WICKER FORD, INC.

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EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for MSRP = 23%
 Discount for ESTIMATED VALUE = 16%
 Discount for MSRP = 10%
 Discount for ESTIMATED VALUE = 10%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571,43	77%	\$22,000,00	A	\$1,760,000,00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000,00	84%	\$130,200,00	B1	\$130,200,00
	Bodies	\$373,000,00	70%	\$261,100,00	B2	\$261,100,00
	Plows and Other Products	\$31,000,00	70%	\$21,700,00	B3	\$21,700,00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000,00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,935,00	75.37	23,316,00	A	1,865,280 ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000,00	86	133,300,00	B1	133,300,00
	Bodies	\$373,000,00	80	298,400,00	B2	298,400,00
	Plows and Other Products	\$31,000,00	80	24,800,00	B3	24,800,00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,321,280 ⁰⁰

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

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

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Bidder
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EXAMPLE FOR ILLUSTRATION PURPOSES

Discount for MSRP = 23%
 Discount for ESTIMATED VALUE = 16%
 Discount for MSRP = 10%
 Discount for ESTIMATED VALUE = 10%

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	\$28,571,43	77%	\$22,000,00	A	\$1,760,000,00
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000,00	84%	\$130,200,00	B1	\$130,200,00
	Bodies	\$373,000,00	70%	\$261,100,00	B2	\$261,100,00
	Plows and Other Products	\$31,000,00	70%	\$21,700,00	B3	\$21,700,00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						\$2,173,000,00

CHART FOR INSERTION OF BID INFORMATION

CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	30,935,00	75.37	23,316,00	A	1,865,280 ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000,00	86	133,300,00	B1	133,300,00
	Bodies	\$373,000,00	69	257,370,00	B2	257,370,00
	Plows and Other Products	\$31,000,00	69	21,390,00	B3	21,390,00
WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):						2,277,340 ⁰⁰

ALT F47

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Bidder
JOE BASIL CHEVROLET

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

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

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

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Bidder
West New Ford

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

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

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Bidder
 COUNTRY FOOD, LTD.

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

Bidder
 COUNTRY FOOD, LTD.

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

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

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

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

FORD F450 (F46) 4x2 CAB-CHASSIS (PRW) 141" w/B.

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

FORD F450 (F47) 4x4 CAB CHASSIS (PRW) 141" w/B.

ALTERNATE BID # 1 / CLASS A

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Bidder
Don Dodge

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

CHART FOR INSERTION OF BID INFORMATION						
CLASS	CATEGORY	MSRP/FULL LIST PRICE	PERCENT (100% minus Discount Bid)	Application of PERCENT to MSRP ("Net Bid Price")	Sub-Item	QUANTITY multiplied by "Bid Price"
4	Base Cab-Chassis QUANTITY: 80	32155	83%	26578. ⁰⁰	A	2,126,240. ⁰⁰
		ESTIMATED VALUE	PERCENT (100% minus Discount Bid)	Application of PERCENT to ESTIMATED VALUE ("Net Bid Value")		"BID VALUE"
	Cab-Chassis Options	\$155,000.00	93.5	144,925. ⁰⁰	B1	144,925. ⁰⁰
	Bodies	\$373,000.00	69.5	259,235. ⁰⁰	B2	259,235. ⁰⁰
	Plows and Other Products	\$31,000.00	69.5	21,545. ⁰⁰	B3	21,545. ⁰⁰
	WEIGHTED BID VALUE FOR CLASS (Sum of Subitems A + B1 + B2 + B3):					

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Bidder
Van Bortel Ford, Inc.

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

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

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

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Bidder
 FAIRPORT FORD, LLC

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

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

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Bidder
 GABRIELLI TRUCK SALES

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

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

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
BISON TRUCK CENTER, INC.
 2370 WALDEN AVENUE
 BUFFALO, NEW YORK 14225-477E

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

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

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

ALTERNATE/ ADDITIONAL CLASS 4

PLEASE USE BLACK INK WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
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Bidder
BISON TRUCK CENTER, INC.
 2370 WALDEN AVENUE
 BUFFALO, NEW YORK 14225-477E

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

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

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