

PRICING SHEET

Medium and Heavy Duty Cabs, Chassis and Busses

OFFEROR: RWC International

Bidding Requirements

Instructions: Place an x in the box of the Categories you will be Bidding on. If you choose not to bid on the FTA portion of the contract, you will not be disqualified, and you do not need to fill out the Federal paperwork for this solicitation.

Categories

<u>Category 1 Cabs and Chassis</u>	
Phase One (1) off the Line pricing	<input checked="" type="checkbox"/>
Phase Two (2) off the Lot Pricing	<input checked="" type="checkbox"/>
<u>Phase Three (3) FTA</u>	<input type="checkbox"/>

<u>Category 2 Busses</u>	
Phase One (1) off the Line pricing	<input checked="" type="checkbox"/>
Phase Two (2) off the Lot Pricing	<input checked="" type="checkbox"/>
<u>Phase Three (3) FTA</u>	<input type="checkbox"/>

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Category 1: Medium and Heavy Duty Cabs and Chassis

Instructions: The basis for pricing shall be fixed discount(s) off Manufacturers Suggested Retail Price (MSRP). The discount offers shall clearly identify the percent of discount to apply to the contract category. Proposed products shall be for Medium and Heavy Duty Cabs and Chassis in current production and marketed to the general public and education/government agencies at the time the proposal is submitted. For each manufacturer and/or product line offered, include at minimum, manufacturer's name, model or classification and percent off of MSRP for each phase.

Phase One (1) off the Line pricing

Manufacturer/Model/Classification	Percent Off of MSRP
International/CV515/Class 4,5,6	1%
International/eMV607/Class 6, 7 and 8	1%
International/MV607LP/Class 5,6,7 and 8	26%
International/MV607 SBA/Class 5, 6 and 7	26%
International/HV507 SFA/Class 6, 7, 8	26%
International/HV607 SBA/Class 6,7 and 8	26%
International/HV513 SFA/ Class 7 and 8	42%
International/HV613 SBA/ Class 7 and 8	42%
International/HX520 SFA/Class 8	42%
International/HX620 SBA/Class 8	42%
International/RH613 6x4/Class 8	45%
International/LT625 6x4/Class 8	45%
Isuzu/NPR /Gas/Class 4	8%
Isuzu/NPR HD / Gas/Class 4	8%
Isuzu/NQR /Gas/Class 4	8%
Isuzu/NRR HD / Gas/Class 5	8%
Isuzu/NPR HD /Diesel/Class 4	8%
Isuzu/NPR XD / Diesel/Class 4	8%
Isuzu/NQR Diesel/Class 4	8%
Isuzu/NRR Diesel/Class 5	8%
Isuzu/FTR Diesel/Class 6	8%
Isuzu/FVR Diesel/Class 7 and 8	8%
Isuzu/FVR Derate Diesel/Class 7	8%
Dennis-Eagle/ Diesel/ Class 8	1%

Phase Two (2) off the Lot Pricing

Manufacturer/Model/Classification	Percent Off of MSRP
International/CV515/Class 4,5,6	1%
International/eMV607/Class 6, 7 and 8	1%
International/MV607LP/Class 5,6,7 and 8	26%
International/MV607 SBA/Class 5, 6 and 7	26%
International/HV507 SFA/Class 6, 7, 8	26%
International/HV607 SBA/Class 6,7 and 8	26%
International/HV513 SFA/ Class 7 and 8	42%
International/HV613 SBA/ Class 7 and 8	42%
International/HX520 SFA/Class 8	42%
International/HX620 SBA/Class 8	42%
International/RH613 6x4/Class 8	45%
International/LT625 6x4/Class 8	45%
Isuzu/NPR /Gas/Class 4	8%
Isuzu/NPR HD / Gas/Class 4	8%
Isuzu/NQR /Gas/Class 4	8%
Isuzu/NRR HD / Gas/Class 5	8%
Isuzu/NPR HD /Diesel/Class 4	8%
Isuzu/NPR XD / Diesel/Class 4	8%
Isuzu/NQR Diesel/Class 4	8%
Isuzu/NRR Diesel/Class 5	8%
Isuzu/FTR Diesel/Class 6	8%
Isuzu/FVR Diesel/Class 7 and 8	8%
Isuzu/FVR Derate Diesel/Class 7	8%
Dennis-Eagle/ Diesel/ Class 8	1%

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Category 2: Busses

Instructions: The basis for pricing shall be fixed discount(s) off Manufacturers Suggested Retail Price (MSRP). The discount offers shall clearly identify the percent of discount to apply to the contract category. Proposed products shall be for Busses in current production and marketed to the general public and education/government agencies at the time the proposal is submitted. For each manufacturer and/or product line offered, include at minimum, manufacturer's name, model or classification and percent off of MSRP for each phase.

Phase One (1) off the Line pricing

Manufacturer/Model/Classification	Percent Off of MSRP
International/Electric CE S Bus	10%
International/CE School Bus	48%
International/Integrated CE S Bus	48%
Collins/GM Chassis Yellow/Conventional Bus	1%

Phase Two (2) off the Lot Pricing

Manufacturer/Model/Classification	Percent Off of MSRP
International/Electric CE S Bus	10%
International/CE School Bus	48%
International/Integrated CE S Bus	48%
Collins/GM Chassis Yellow/Conventional Bus	1%

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Category 3: Delivery Costs

Instruction; The Contractor may offer a flat rate fee for any county that the contractor does not reside in per section 6.2 in the Scope of Work. Any delivery fees associated with all other counties shall be listed below. Please note/mark zero (0) on contractors residing county. All additional delivery fees shall be listed as a flat rate charge.

County	Delivery charge (Flat rate)
Apache	\$1,150.00
Cochise	\$1,150.00
Coconino	\$1,150.00
Gila	\$1,150.00
Graham	\$1,150.00
Greenlee	\$1,150.00
La Paz	\$1,150.00
Maricopa	\$550.00
Mohave	\$1,150.00
Navajo	\$1,150.00
Pima	\$750.00
Pinal	\$750.00
Santa Cruz	\$750.00
Yavapai	\$750.00
Yuma	\$1,150.00