

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles

BIDDER/CONTRACTOR DATA

BIDDER/CONTRACTOR'S LEGAL NAME:	Royal Truck & Equipment Inc.		
D/B/A NAME, IF APPLICABLE:			
BIDDER ADDRESS:	6910 PA-309, Coopersburg, PA 18036		
COUNTY LOCATED IN:	Lehigh		
PA Legislative House District Number	131.00	PA Legislative Senate District Number	16.00
VENDOR NUMBER:	397,945.00		
DGS Self-Certified Small Business (SB)	<input type="checkbox"/> N/A	Certification Number	N/A
Primary POC regarding IFB/Contract:	Bernadette Pierce		
Secondary POC regarding IFB/Contract:	Andrew Roberts		
PHONE NUMBER:	484-893-4821		
FAX NUMBER:	610-282-8986		
EMAIL ADDRESS:	bernadette.pierce@royaltruckequip.com		
COMPANY'S GENERAL WEBSITE ADDRESS	http://www.royaltruckandequipment.com/		

SEND PURCHASE ORDER(S) TO NAME:	Royal Truck & Equipment		
D/B/A NAME, IF APPLICABLE:			
ADDRESS:	6910 PA-309, Coopersburg, PA 18036		
COUNTY LOCATED IN:	Lehigh		
HOURS OF OPERATION:	M-T: 8am-6pm, F: 8am-5pm, Saturday: 8am-12pm, Sunday: Closed		
POC regarding PURCHASE ORDER(S):	Michelle Hartzell		
PHONE NUMBER:	484-893-4827		
FAX NUMBER:	610-282-8986		
EMAIL ADDRESS:	michelle@royaltruckequip.com		

SEND PAYMENT(S) TO NAME:	Royal Truck and Equipment		
D/B/A NAME, IF APPLICABLE:			
ADDRESS:	6910 PA-309, Coopersburg, PA 18036		
POC regarding PAYMENT(S):	Care of Maria		
PHONE NUMBER:	484-893-4836		
FAX NUMBER:	610-282-8986		
EMAIL ADDRESS:	maria@royaltruckequip.com		

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
QUESTIONS

BIDDERS/CONTRACTOR'S LEGAL NAME: Royal Truck & Equipment, Inc.

PLEASE BE ADVISED - COMPLETE ALL QUESTIONS AND EXPLANATIONS FOR YOUR BID TO BE ACCEPTED AS A RESPONSIBLE AND RESPONSIVE BID

The bidder must answer the following questions:

QUESTION	YES	NO	EXPLANATION
1) Does the Bidder-Contractor have any minimum order requirements? If yes, please explain.		X	
2) In accordance with Section 14 of the Standard Terms and Conditions, the Contractor shall deliver all item(s) F.O.B. Destination. a.) Is the Bidder-Contractor quoting shipping costs as a separate line item? b.) If no, is the Bidder-Contractor including shipping costs in its pricing?	X		Delivery within 100 mile radius of Coopersburg, PA is \$200, additional miles will be invoiced at \$2.25 per mile.
3) Does the Bidder-Contractor offer any pricing incentive(s) such as for Internet ordering? If yes, please explain.	X		Parts & Equipment only = 3% discount
4) Does the Bidder-Contractor offer any prompt payment discount(s)? If yes, please explain.		X	
5) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? If yes, please specify the particular type(s) of card(s) accepted: b.) If yes, does the Bidder-Contractor charge any fee(s) to the Purchaser for payment(s) made by credit card? If yes, please explain.	X		Visa, Mastercard, American Express
6) Does the Bidder-Contractor charge any late fee(s) to the Purchaser for payment not made in accordance with Section 11 of the Standard Terms and Conditions? If yes, please explain.	X		1.5% per month past due
7) After notification of contract award, is the Bidder-Contractor willing to further negotiate pricing with COSTARS members?	X		For quantity orders, specialty alterations, and custom builds
8) Does the Bidder-Contractor offer lease and installment purchases?	X		Various 3rd party financial institutions
9) If the Bidder is a manufacturer bidding directly, does the Bidder wish to offer contract items via its dealer network? If yes, please complete LIST OF AUTHORIZED DEALERS sheet of this workbook including supplier information and stating any dealer's territory breakdown (such as counties, municipalities, or regions). Also, indicate on the Bidder-Contractor Data Sheet a representative for Purchasers to contact regarding POs and payment.		X	
10) Is the Bidder-Contractor going to provide a dedicated COSTARS website for Purchasers (see Section 9 of the <i>Standard Terms and Conditions</i>)? If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?	X		Within 90 days

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
SERVICE AREA

BIDDERS/CONTRACTOR'S LEGAL NAME: Royal Truck & Equipment Inc.

Please refer to Section 5 of the COSTARS Contract Special Terms and Conditions for guidance.

SERVICE AREA

Statewide

OR

- | | | |
|--|--|--|
| <input type="checkbox"/> 1 Adams | <input type="checkbox"/> 24 Elk | <input type="checkbox"/> 47 Montour |
| <input type="checkbox"/> 2 Allegheny | <input type="checkbox"/> 25 Erie | <input type="checkbox"/> 48 Northampton |
| <input type="checkbox"/> 3 Armstrong | <input type="checkbox"/> 26 Fayette | <input type="checkbox"/> 49 Northumberland |
| <input type="checkbox"/> 4 Beaver | <input type="checkbox"/> 27 Forest | <input type="checkbox"/> 50 Perry |
| <input type="checkbox"/> 5 Bedford | <input type="checkbox"/> 28 Franklin | <input type="checkbox"/> 51 Philadelphia |
| <input type="checkbox"/> 6 Berks | <input type="checkbox"/> 29 Fulton | <input type="checkbox"/> 52 Pike |
| <input type="checkbox"/> 7 Blair | <input type="checkbox"/> 30 Greene | <input type="checkbox"/> 53 Potter |
| <input type="checkbox"/> 8 Bradford | <input type="checkbox"/> 31 Huntingdon | <input type="checkbox"/> 54 Schuylkill |
| <input type="checkbox"/> 9 Bucks | <input type="checkbox"/> 32 Indiana | <input type="checkbox"/> 55 Snyder |
| <input type="checkbox"/> 10 Butler | <input type="checkbox"/> 33 Jefferson | <input type="checkbox"/> 56 Somerset |
| <input type="checkbox"/> 11 Cambria | <input type="checkbox"/> 34 Juniata | <input type="checkbox"/> 57 Sullivan |
| <input type="checkbox"/> 12 Cameron | <input type="checkbox"/> 35 Lackawanna | <input type="checkbox"/> 58 Susquehanna |
| <input type="checkbox"/> 13 Carbon | <input type="checkbox"/> 36 Lancaster | <input type="checkbox"/> 59 Tioga |
| <input type="checkbox"/> 14 Centre | <input type="checkbox"/> 37 Lawrence | <input type="checkbox"/> 60 Union |
| <input type="checkbox"/> 15 Chester | <input type="checkbox"/> 38 Lebanon | <input type="checkbox"/> 61 Venango |
| <input type="checkbox"/> 16 Clarion | <input type="checkbox"/> 39 Lehigh | <input type="checkbox"/> 62 Warren |
| <input type="checkbox"/> 17 Clearfield | <input type="checkbox"/> 40 Luzerne | <input type="checkbox"/> 63 Washington |
| <input type="checkbox"/> 18 Clinton | <input type="checkbox"/> 41 Lycoming | <input type="checkbox"/> 64 Wayne |
| <input type="checkbox"/> 19 Columbia | <input type="checkbox"/> 42 McKean | <input type="checkbox"/> 65 Westmoreland |
| <input type="checkbox"/> 20 Crawford | <input type="checkbox"/> 43 Mercer | <input type="checkbox"/> 66 Wyoming |
| <input type="checkbox"/> 21 Cumberland | <input type="checkbox"/> 44 Mifflin | <input type="checkbox"/> 67 York |
| <input type="checkbox"/> 22 Dauphin | <input type="checkbox"/> 45 Monroe | |
| <input type="checkbox"/> 23 Delaware | <input type="checkbox"/> 46 Montgomery | |

BID ITEM WORKBOOK**COSTARS-25 Municipal Work Vehicles****PRODUCT CATEGORY/MANUFACTURER LIST****BIDDERS/CONTRACTOR'S LEGAL NAME:** Royal Truck & Equipment Inc.

The bidder must identify the product category(ies) and manufacturer line(s) for the items that the bidder is offering. If the Bidder is not a manufacturer, it must submit written proof from each manufacturer of the Bidder's authorization to sell the manufacturer's goods and materials, as required by this Contract (the proof need not be specific to this procurement). Refer to Paragraph 7.b. of the Instructions to Bidders for COSTARS Contracts for further guidance.

	PRODUCT CATEGORY (Identify all that are applicable with a checkmark.)	MANUFACTURERS (State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)
<input type="checkbox"/>	4X2 Utility Vehicles	
<input type="checkbox"/>	Air Compressors and Generators (truck mounted)	
<input type="checkbox"/>	Alternate Fuel Conversions	
<input type="checkbox"/>	Alternate Fuel Vehicles	
<input checked="" type="checkbox"/>	Body Upfits	Royal Truck & Equipment bodies, Traffix, Trafcon, Work Area Protection, Trafficalm, & Kohltech
<input type="checkbox"/>	Bucket Trucks	
<input type="checkbox"/>	Cab and Chassis	
<input type="checkbox"/>	Cranes (truck mounted)	
<input type="checkbox"/>	Garbage Trucks	
<input type="checkbox"/>	Hydraulic Systems (truck mounted)	
<input type="checkbox"/>	Liftgates	
<input type="checkbox"/>	Lifts - Vehicle, Mobile (which do not require construction to install)	
<input type="checkbox"/>	Liquid Winter Maintenance Systems (truck mounted)	
<input type="checkbox"/>	Pickup Trucks and Cargo Vans	
<input type="checkbox"/>	Recycling Trucks	
<input type="checkbox"/>	Salt/Sand Spreaders (truck mounted)	
<input type="checkbox"/>	Snowplows (truck mounted)	
<input type="checkbox"/>	Trailers	
<input type="checkbox"/>	Vacuum Trucks/Street Sweepers	

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
ANCILLARY SERVICES, IF APPLICABLE

BIDDERS/CONTRACTOR'S LEGAL NAME: Royal Truck & Equipment Inc.

A Contractor may choose to offer ancillary services in conjunction with the products it provides to the Purchaser. However, any ancillary services offered must be: (1) expressly authorized in the original IFB/Contract, (2) directly related to the delivery, installation or normal use of the product or component parts purchased, (3) limited to the actual product or component parts purchased, and (4) initiated/ordered at the time of product purchase. Stand-alone services and services for products not purchased from this supply Contract, including existing equipment for which component parts from this contract are purchased, are not within the scope of this supply Contract. The Department of General Services reserves the right to determine which ancillary services shall be included in any contract.

	ANCILLARY SERVICES (Identify all that are applicable with a checkmark.)	PRICING (If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)
<input checked="" type="checkbox"/>	Customization	Available at additional pricing based on customer requirements
<input checked="" type="checkbox"/>	Extended Warranty	Available at additional pricing based on customer requirements
<input checked="" type="checkbox"/>	Preventive Maintenance Services	Available at additional pricing based on customer requirements
<input checked="" type="checkbox"/>	Special Delivery Arrangements	Available at additional pricing based on customer requirements
<input checked="" type="checkbox"/>	Special Lettering	Available at additional pricing based on customer requirements
<input checked="" type="checkbox"/>	Training	No charge on site at Royal Truck & Equipment. Available at additional pricing based on customer

The Bidder may submit the list of ancillary services and prices it proposes to offer. If it is not possible to submit pricing, as may be the case with certain installation services, the Bidder shall simply note that it is offering the service and that the actual price will be negotiated between it and the COSTARS participant and annotated on the purchase order at time of order.

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BID ITEM SHEET

BIDDERS/CONTRACTORS LEGAL NAME: Royal Truck & Equipment Inc.

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.

After Contract award, a Contractor may offer, either on its own initiative or at a Purchaser's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any purchase within the scope of the Contract, even if such discounts, mark-ups, or discounted prices were not included in the bid prices.

The Bid Item Workbook should contain a separate Bid Item Sheet for each manufacturer's price list or cost sheet.

MANUFACTURER: Royal Truck & Equipment Inc.

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 _____ x _____ Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____%	_____%	_____%
ITEM CATEGORY	VOLUME BAND I [1 Unit] % MARK-UP ABOVE COST SHEET	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	0.25	_____%	_____%
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	\$ _____.__	\$ _____.__	\$ _____.__

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BID ITEM SHEET

BIDDERS/CONTRACTORS LEGAL NAME: Royal Truck & Equipment Inc.

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.
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MANUFACTURER: TrafFix Devices

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 _____ x _____ Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____ %	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	0.25	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	\$ _____	\$ _____	\$ _____

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BID ITEM SHEET

BIDDERS/CONTRACTORS LEGAL NAME: Royal Truck & Equipment Inc.

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.
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MANUFACTURER: Trafcon

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 _____ x _____ Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____ %	_____ %	_____ %
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET
	0.25	_____ %	_____ %
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
	\$ _____	\$ _____	\$ _____

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BID ITEM SHEET

BIDDERS/CONTRACTORS LEGAL NAME: Royal Truck & Equipment Inc.

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.

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MANUFACTURER: Work Area Protection Corp.

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 _____ x _____ Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____ %	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	0.25	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	\$ _____	\$ _____	\$ _____

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BIDDERS/CONTRACTORS LEGAL NAME: Royal Truck & Equipment Inc.

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MANUFACTURER: Trafficalm Systems

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
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SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____ %	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	0.25	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	\$ _____	\$ _____	\$ _____

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The Bid Item Workbook should contain a separate Bid Item Sheet for each manufacturer's price list or cost sheet.

MANUFACTURER: Kohltech

PRICING STANDARD: (Check that which is applicable.)

_____ Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 _____ x _____ Suppliers Cost Plus % of Mark-up
 _____ Suppliers Cost Plus Fixed \$ Amount
 _____ Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: _____
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i>	EXAMPLE - VOLUME PRICING		
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
<i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	_____ %	_____ %	_____ %
<i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET 0.25	VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET _____ %	VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET _____ %
<i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i>	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE \$ _____	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE \$ _____	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE \$ _____

BID ITEM WORKBOOK

COSTARS-25 Municipal Work Vehicles

LIST OF AUTHORIZED DEALERS, IF APPLICABLE (Refer to "QUESTIONS" Tab, Question 9)

INSERT AS MANY AS MAY BE NEEDED

AUTHORIZED DEALER LEGAL NAME:	_____
D/B/A NAME, IF APPLICABLE:	_____
ADDRESS:	_____

COUNTY LOCATED IN:	_____
HOURS OF OPERATION:	_____
POC regarding PURCHASE ORDER(S):	_____
PHONE NUMBER:	_____
FAX NUMBER:	_____
EMAIL ADDRESS:	_____

AUTHORIZED DEALER LEGAL NAME:	_____
D/B/A NAME, IF APPLICABLE:	_____
ADDRESS:	_____

COUNTY LOCATED IN:	_____
HOURS OF OPERATION:	_____
POC regarding PURCHASE ORDER(S):	_____
PHONE NUMBER:	_____
FAX NUMBER:	_____
EMAIL ADDRESS:	_____

AUTHORIZED DEALER LEGAL NAME:	_____
D/B/A NAME, IF APPLICABLE:	_____
ADDRESS:	_____

COUNTY LOCATED IN:	_____
HOURS OF OPERATION:	_____
POC regarding PURCHASE ORDER(S):	_____
PHONE NUMBER:	_____
FAX NUMBER:	_____
EMAIL ADDRESS:	_____