

**BID ITEM WORKBOOK**  
**COSTARS-25 Municipal Work Vehicles**  
**BIDDER/CONTRACTOR DATA**

<b>BIDDER/CONTRACTOR'S LEGAL NAME:</b>	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	PA Legislative Senate District Number 16
<b>VENDOR NUMBER:</b>	397945	
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:	<a href="mailto:bernadette.pierce@royaltruckequip.com">bernadette.pierce@royaltruckequip.com</a>	
COMPANY'S GENERAL WEBSITE ADDRESS	<a href="http://www.royaltruckandequipment.com/">http://www.royaltruckandequipment.com/</a>	

<b>SEND PURCHASE ORDER(S) TO NAME:</b>	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:	<a href="mailto:michelle@royaltruckequip.com">michelle@royaltruckequip.com</a>	

<b>SEND PAYMENT(S) TO NAME:</b>	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:	<a href="mailto:maria@royaltruckequip.com">maria@royaltruckequip.com</a>	

**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? <b>If yes, please explain.</b>		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? <b>If yes, please explain.</b>	X		Parts & Equipment only = 3% discount
4) Does the Bidder-Contractor offer any prompt payment discount(s)? <b>If yes, please explain.</b>		X	
5) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? <b>If yes, please specify the particular type(s) of card(s) accepted:</b> b.) <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.</b>	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? <b>If yes, please explain.</b>	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? <b>If yes, please complete LIST OF AUTHORIZED DEALERS sheet of this workbook</b> 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> )? <b>If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?</b>	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.

	<b>PRODUCT CATEGORY</b> <b>(Identify all that are applicable with a checkmark.)</b>	<b>MANUFACTURERS</b> <b>(State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)</b>
<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	<b>Royal Truck &amp; Equipment bodies, Traffix, Trafcon, Work Area Protection, Trafficalm, &amp; Kohltech</b>
<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.

	<b>ANCILLARY SERVICES</b> <b>(Identify all that are applicable with a checkmark.)</b>	<b>PRICING</b> <b>(If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)</b>
<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.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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>	25.00	_____%	_____%
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.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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>	25.00	_____ %	_____ %
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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**BID ITEM SHEET**

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

**PRICING**  
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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.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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>	25.00	_____ %	_____ %
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.

**PRICING**  
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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  
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**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.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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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>	25.00	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
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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: \_\_\_\_\_  
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 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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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>	25.00	_____ %	_____ %
ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] NET PRICE	VOLUME BAND II [SPECIFY QUANTITY] NET PRICE	VOLUME BAND III [SPECIFY QUANTITY] NET PRICE
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**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:** 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.)

<b>SAMPLE PRICING TEMPLATE</b> <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>	<b>EXAMPLE - VOLUME PRICING</b>		
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>	25.00	_____ %	_____ %
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>	\$ _____	\$ _____	\$ _____