

**Attachment I  
COST PROPOSAL**

**INSTRUCTION:**

1. This Cost Proposal form consists of multiple sections (tabs at the bottom of this spreadsheet):

---Section 1: Number of Proposed Categories (Green Tab)

---Section 2: Market Basket Evaluation (Orange Tab)

---Section 3: Discount % Off Evaluation (Blue Tabs)

-----Heavy Equipment Discount %

-----Heavy Equipment Value Add

-----Industrial Equipment Discount %

-----Industrial Equipment Value Add

2. Offeror must complete all required elements of this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.

2. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.

3. Inclusion of cost or pricing information in any document other than this Cost Proposal may result in Offeror's proposal being deemed non-responsive.

4. Offeror's Cost must be inclusive of all fees and charges, including but not limited to fees or charges for shipping, delivery, credit card payments, or personnel.

5. In addition to the Cost Proposal evaluation described in this RFP, Cost Proposals may also be subject to an independent review for reasonableness and best value by the Lead State. Costs determined not to be reasonable or best-value by the Lead State may result in all or part of Offeror's proposal being rejected, notwithstanding the results of the Cost Proposal evaluation.

6. It is Offerors responsibility to ensure it has completed all tabs and required inputs based on its proposed products & services.

## Attachment I COST PROPOSAL

### Section 1 - Number of Proposed Categories

#### **ADDITIONAL INSTRUCTION:**

1. Offeror is to input in the **blue** highlighted fields "Yes" or "No" on whether Offeror is seeking an award in the respective Category.
2. Offeror should input "No" if it is not proposing for the given Category. If a field is left blank it is assumed that Offeror is not proposing for an award in that Category.
3. All Categories Offeror selects that "Yes" it is proposing for an award must subsequently include a complete proposal to Section 2 (Market Basket Evaluation) and Section 3 (Discount % Off Evaluation) for the respective Category. Failure to submit a complete Cost Proposal for each Category Offeror is seeking an award in may result in disqualification of Offeror's proposal to that Category.

Category #	Category Description	Select Yes / No for what Categories you are Seeking an Award In
<b>Heavy Equipment</b>		
1	Articulated Dump Haulers	Yes
2	Articulated Haulers	Yes
3	Backhoes	Yes
4	Planer / Cold Planer	Yes
5	Compactors: Road, Asphalt, & Landfill	Yes
6	Dozers	Yes
7	Motor Graders	Yes
8	Pavers	Yes
9	Reclaimers	Yes
10	Site Dumpers	Yes
11	Skid Steers	Yes
12	Telehandlers	Yes
13	Track Excavators	Yes
14	Tracked Loaders	Yes
15	Wheel Loaders	Yes
16	Wheeled Excavator	Yes
17	Sweepers: Airport Runway, Riding, Parking Lot, Sidewalk, and Street	No
18	Asphalt Distributor	No
19	Chip Spreader	No
20	Crack Router/Sealant	No
21	Ditcher	No
22	Emulsion Tank	No
23	Patch Truck, Patchers	No
24	Road Widener	No
25	Scraper, Screed	No
26	Sprayer/Water Truck/Water Tank	No
27	Stabilizer	No

#### **Industrial Equipment**

**Attachment I**  
**COST PROPOSAL**  
**Section 1 - Number of Proposed Categories**

1	Air Compressors	No
2	Backup Battery Pack	No
3	Generators	No
4	Forklifts	No
5	Light Tower	No

**# of Categories Seeking an Award In -->**

**Attachment I**  
**COST PROPOSAL**  
**Section 2 - Market Basket Evaluation**

<b>ADDITIONAL INSTRUCTION:</b>	
1.	Offeror must complete all required fields (fields in a <b>blue</b> highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair market basket type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2.	Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.
3.	Categories 5 (Compactors) and 17 (Sweepers) within <u>Heavy Equipment</u> portion include sub-categories. Offeror must propose for each sub-category of an overall Category in order to be considered for an award in that Category. Failure to propose each sub-category of an overall Category may result in disqualification of Offeror's proposal from that Category.
4.	The "Minimum Product Specifications" in column C represent the minimum spec. Offeror is to assess its own inventory of equipment to meet these minimum specifications and input in columns D to H the proposed Equipment.

Base machines must be properly configured with other mandatory and optional items from the price list before they are considered operational.

\*Base machine list price (as of price list effective date) defined by item number for machine configuration excluding mandatory and optional priced add ons

All new machines are subject to a commodity surcharge of up to 20% (In some cases, increased tire costs may cause this number to be greater)

All new attachments (work tools) are subject to a commodity surcharge of up to 25%

Dealer costs (for example: pre delivery inspection, assembly, freight to final location, etc.) are not subject to list discount, and are not included in the base machine list price

Attachments (work tools) purchased with new machine on same invoice are subject to same list discount as machine

Aftermarket work tools are attachments sold on a standalone order without a machine purchase

Parts and Service is offered by the servicing dealer at local rates

Category #	Category	Minimum Product Specifications	Offeror's Proposed Product	Specifications for Offeror's Proposed	List Price	Minimum Discount % Off	Extended Price
				Product			
1	Articulated Dump Haulers	Net Power --- 235 KW (321 hp) at 1,900 rpm Rated Payload --- 53,300 lbs. Heaped Capacity --- 15.0 m3 (19.6 cu. yd.)	725 (and multiple other size machines)	Net Power --- 252 KW (338 hp) at 1,700 rpm Rated Payload --- 53,000 lbs. Heaped Capacity --- 15.0 m3 (19.6 cu. yd.)	\$584,160	17.00%	\$484,852.80
2	Articulated Haulers	Net Power --- 465 hp Payload capacity --- 45 sh tn Body volume, SAE 2:1 heap --- 32 yd³	651 (and multiple other size machines)	Net Power --- 585 hp Payload capacity --- 52 ton Body volume, SAE 2:1 heap --- 44 yd³	\$ 1,997,650.00	18.00%	\$1,638,070
3	Backhoes	Net Peak Power --- 75 kW (100 hp) at 1,600 rpm Standard Dipperstick Digging Depth --- 4.30 m (14 ft. 1 in.) Operating Weight --- 14,600 lbs.	450 (and multiple other size machines)	Net Peak Power --- 78 kW (104 hp) Standard Dipperstick Digging Depth --- 4.718 m (15 ft. 0 in.) Operating Weight --- 29,3210 lbs.	\$ 205,870.00	22.00%	\$ 160,578.60
4	Planer / Cold Planer	Rotor Width --- 83-inch Rotor Depth --- 12-inch Operating Weight --- 41,000 lbs. Load Sensing Propel System High capacity, versatile convey	PM622 (and multiple other size machines)	Rotor Width --- 88inch Rotor Depth --- 13inch Operating Weight --- 74737 lbs. Load Sensing Propel System High capacity, versatile convey	\$ 986,220.00	20.00%	\$ 788,976.00
5 - a	Compactors: Road	Impact Force --- 30KN Speed --- 0-5Km/hour Drum Width --- 800mm * 500mm Climbing --- 25%	CP12 GC (and multiple other size machines)	Impact Force --- 149KN Speed --- 0-5Km/hour Drum Width --- 2.3m Climbing --- 50%	\$ 244,970.00	19.00%	\$ 198,425.70
5 - b	Compactors: Asphalt	Operating Weight (with ROPS) --- 10,000 kg. Rated Engine Power --- 80 kW. Drum or Rolling Width --- 1,530 mm.	CB13 (and multiple other size machines)	Operating Weight (with ROPS) --- 12500 kg. Rated Engine Power --- 106kW. Drum or Rolling Width --- 2000 mm.	\$ 240,700.00	19.00%	\$ 194,967.00
5 - c	Compactors: Landfill	Operating Weight --- 90207 lbs. Gross Power --- 435 HP Net Power --- 405 HP	826 (and multiple other size machines)	Operating Weight --- 90207 lbs. Gross Power --- 435 HP Net Power --- 405 HP	\$ 1,184,890.00	12.00%	\$ 1,042,703.20
6	Dozers	Net Power --- 69 kW (92 hp) at 2,200 rpm Operating Weight --- 20,000 lbs. Track on Ground --- 2 184 mm (86 in.)	D3 (and multiple other size machines)	Net Power --- 78 kW (104 hp) at 2,200 rpm Operating Weight --- 20,639.68 lbs. Track on Ground --- 2,311 mm (91 in.)	\$ 188,900.00	23.00%	\$ 145,453.00
7	Motor Graders	Net power, gears 1 and 2 --- 165 horsepower; 123 kilowatts Net power, gears 3 through to 6 --- 185 horsepower; 138 kilowatts Number of cylinders --- 6 Displacement --- 10.3 litres (629 cubic inches)	14 (and multiple other size machines)	Net power --- 250 horsepower; 186 kilowatts Number of cylinders --- 6 Displacement --- 10.3 litres (629 cubic inches)	\$ 719,420.00	19.00%	\$ 582,730.20
8	Pavers	Gross Power --- 225 HP Standard Paving Range --- 3 - 6 m (9' 10"-19' 6") Operating Weight - With SE60 V --- 45090 lb	AP1000 (and multiple other size machines)	Gross Power --- 225 HP Standard Paving Range --- 3 - 7.65 m (9' - 25') Operating Weight - With SE60 V --- 42360 lb	\$ 445,160.00	18.00%	\$ 365,031.20
9	Reclaimers	Operating Weight --- 50000 lbs Cutting/Mixing Width --- 96 inches Gross Power --- 415.7 HP	RM400 (and multiple other size machines)	Operating Weight --- 58863 lbs Cutting/Mixing Width --- 96 inches Gross Power --- 415.7 HP	\$ 578,580.00	20.00%	\$ 462,864.00
10	Site Dumpers	Gross Engine Power --- 74 hp (55 kW) Payload --- 13,228 lbs (6,000 kg) Bucket Capacity --- 4.2 yd3 (3.19 m3)	770 (and multiple other size machines)	Gross Engine Power --- 515 hp (38 kW) Payload --- 84,200 lbs (38,192 kg) Bucket Capacity --- 32.9 yd3 (25 m3)	\$ 801,420.00	3.00%	\$ 777,370.40
11	Skid Steers	Rated Operating Capacity --- 795 kg (1,750 lb.) Gross Horsepower --- 48.5 kW (65 hp) Net Horsepower --- 45.6 kW (61 hp) Operating Weight --- 2806 kg (6,180 lb.)	232 (and multiple other size machines)	Rated Operating Capacity --- 862kg (1,900 lb.) Gross Horsepower --- 50 kW (67.1 hp) Net Horsepower --- 49 kW (65.8 hp) Operating Weight --- 2954.7 kg (6514 lb.)	\$ 50,850.00	21.00%	\$ 40,171.50
12	Telehandlers	Maximum Lift Capacity --- 10000 lb / 4535.92 kg Outriggers Up Lift Height --- 55 ft / 16.76 m Outriggers Up Forward Reach --- 42 ft / 12.8 m Lift Capacity at Full Height --- 5000 lb / 2267.96 kg	TL1255 (and multiple other size machines)	Maximum Lift Capacity --- 12000lb / 5443 kg Outriggers Up Lift Height --- 55ft / 16m Outriggers Up Forward Reach --- 42ft /13m Lift Capacity at Full Height --- 5000 lb / 2268kg	\$ 297,700.00	24.00%	\$ 226,252.00
13	Track Excavators	Net Power --- 73 kW (98 hp) Digging Depth --- 6.03 m (19 ft. 9 in.) Operating Weight --- 13 407 kg (29,531 lb.)	317 (and multiple other size machines)	Net Power --- 130hp Digging Depth --- 21' Operating Weight --- 18200 kg (40200 lb.)	\$ 239,920.00	19.00%	\$ 194,335.20

**Attachment I**  
**COST PROPOSAL**  
**Section 2 - Market Basket Evaluation**

<b>ADDITIONAL INSTRUCTION:</b>							
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2. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.							
3. Categories 5 (Compactors) and 17 (Sweepers) within <u>Heavy Equipment</u> portion include sub-categories. Offeror must propose for each sub-category of an overall Category in order to be considered for an award in that Category. Failure to propose each sub-category of an overall Category may result in disqualification of Offeror's proposal from that Category.							
4. The "Minimum Product Specifications" in column C represent the minimum spec. Offeror is to assess its own inventory of equipment to meet these minimum specifications and input in columns D to H the proposed Equipment.							

*Base machines must be properly configured with other mandatory and optional items from the price list before they are considered operational.*

*\*Base machine list price (as of price list effective date) defined by item number for machine configuration excluding mandatory and optional priced add ons*

*All new machines are subject to a commodity surcharge of up to 20% (In some cases, increased tire costs may cause this number to be greater)*

*All new attachments (work tools) are subject to a commodity surcharge of up to 25%*

*Dealer costs (for example: pre delivery inspection, assembly, freight to final location, etc.) are not subject to list discount, and are not included in the base machine list price*

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*Aftermarket work tools are attachments sold on a standalone order without a machine purchase*

*Parts and Service is offered by the servicing dealer at local rates*

Category #	Category	Minimum Product Specifications	Offeror's Proposed Product	Specifications for Offeror's Proposed	List Price	Minimum	Extended Price
				Product		Discount % Off	
14	Tracked Loaders	Rated Operating Capacity --- 1176 kg (2,590 lb.) Gross Horsepower --- 54.8 kW (74 hp) Net Horsepower --- 52.5 kW (70 hp) Operating Weight --- 4313 kg (9,500 lb.)	953 (and multiple other size machines)	Rated Operating Capacity --- 3692 kg (8139 lb.) Gross Horsepower --- 129 kW (173 hp) Net Horsepower --- 119 kW (160 hp) Operating Weight --- 15958 kg (35181 lb.)	\$ 346,780.00	19.00%	\$ 280,891.80
15	Wheel Loaders	Net Power --- 47 kW (62 hp) at 2,200 rpm Operating Weight --- 5220 kg (11,508 lb.) Bucket Capacity --- 0.7-1.1 m <sup>3</sup> (0.9-1.4 cu. yd.)	907 (and multiple other size machines)	Net Power-- 74.7 HP at 2,400 RPM. Operating Weight-- 12,628 lbs. Bucket Capacity -- .75 - 1.55m <sup>3</sup> (1.0-2 cu. yd.)	\$ 115,960.00	23.00%	\$ 89,289.20
16	Wheeled Excavator	Net Power --- 129 kW (173 hp) Digging Depth --- 5.83 m (19 ft. 2 in.) Operating Weight --- 19,700 kg (43,431 lb.)	M322 (and multiple other size machines)	Net Power-- 174 HP. Digging depth- 21.8 ft. Operating Weight-- Min 44,750 lbs - Max: 52,911 lbs	\$ 416,420.00	26.00%	\$ 308,150.80
17 - a	Sweepers: Airport Runway	Net Power --- 99 HP @ 2200 RPM (74 kW) Hopper Capacity --- 7 cubic yards Payload --- 10,000 lbs. Speed - 22 MPH					
17 - b	Sweepers: Riding	Hopper tank capacity --- 26 gallon Water tank capacity -- 7 gallon Suitable for both indoor and outdoor use in dry conditions.					
17 - c	Sweepers: Parking Lot	Cleaning Path --- 50", 64" Hopper Capacity --- 8.8 cu ft Productivity --- 108,791 sqft/hr					
17 - d	Sweepers: Sidewalk	Load Capacity --- 0,12 - 0,14 T Sweeping Width --- 49,21 - 51,96 inch Speed --- 9 MPH					

Industrial Equipment							
1	Air Compressors	Tank Size --- 60 Gallon Pressure --- 150 PSI CFM @ 40 PSI --- 13.4 CFM @ 90 PSI --- 11.5 Running HP --- 3.7					
2	Backup Battery Pack	Battery Capacity --- 258 kWh Power Rating --- 120 KVA DC Bus Voltage --- 358 Volts DC Amp Hours --- 720 Ah					
3	Generators	Generator Fuel Type --- Ultra Low Sulfur Diesel Generator Voltage --- 12VDC Run Time at Full Load --- 28 hours Fuel Tank Capacity --- 62 gallon Portable Generator					
4	Forklifts	Load Capacity --- 6,000 lbs Lift Height --- 23 feet Aisle Widths --- 11 to 12 feet Outdoor and indoor use					
5	Light Tower	Height ---- 24 feet Compact Design Aim lights from the ground Heavy gauge all-steel body Trailer --- MIG welded, unibody-style Tow hitch Lamps --- Four 1000 W metal halide lamps Luminosity --- 110,000 lm per lamp & 440,000 lm total initial intensity					

**Attachment I  
COST PROPOSAL  
Section 3 - Discount % Off Evaluation  
Heavy Construction Equipment**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3. Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

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**MINIMUM DISCOUNT % OFF TABLE**

Category #		Offered Minimum Discount % Off			
1 ARTICULATED DUMP HAULERS		Hard type value <b>ONLY</b> if offering a single % for the entire category -->			
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
725 (555-6401)	2-Jan-23	\$584,160	17.0%	\$ 484,852.80	
730 (485-1709)	2-Jan-23	\$669,310	17.0%	\$ 555,527.30	
735 (485-1708)	2-Jan-23	\$822,710	17.0%	\$ 682,849.30	
740GC (538-3728)	2-Jan-23	\$892,630	17.0%	\$ 740,882.90	
745 (482-0372)	2-Jan-23	\$984,340	17.0%	\$ 817,002.20	
2 ARTICULATED HAULERS		Hard type value <b>ONLY</b> if offering a single % for the entire category -->			
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
621 (586-9200)	2-Jan-23	\$1,066,500	18.0%	\$ 874,530.00	
623 (586-9163)	2-Jan-23	\$1,200,940	18.0%	\$ 984,770.80	
627 (586-9166)	2-Jan-23	\$1,256,270	18.0%	\$ 1,030,141.40	
631 (586-9300)	2-Jan-23	\$1,456,040	18.0%	\$ 1,193,952.80	
637 (586-9169)	2-Jan-23	\$1,840,100	18.0%	\$ 1,508,882.00	
651 (469-1851)	2-Jan-23	\$1,997,650	18.0%	\$ 1,638,073.00	
657 (469-1757)	2-Jan-23	\$2,494,990	18.0%	\$ 2,045,891.80	
3 BACKHOES		Hard type value <b>ONLY</b> if offering a single % for the entire category -->			
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
415 (543-3337)	2-Jan-23	\$99,230	22.0%	\$ 77,399.40	
416 (543-3339)	2-Jan-23	\$95,970	22.0%	\$ 74,856.60	
420 (542-7992)	2-Jan-23	\$110,130	22.0%	\$ 85,901.40	
428 Side Shift (588-0447)	2-Jan-23	\$161,000	22.0%	\$ 125,580.00	
430 (543-3343)	2-Jan-23	\$128,890	22.0%	\$ 100,534.20	
432 Side Shift (602-9372)	2-Jan-23	\$178,990	22.0%	\$ 139,612.20	
434 Side Shift (603-3546)	2-Jan-23	\$185,900	22.0%	\$ 145,002.00	
440 (575-9152)	2-Jan-23	\$160,600	22.0%	\$ 125,268.00	
450 (575-9151)	2-Jan-23	\$205,870	22.0%	\$ 160,578.60	
4 PLANER/COLD PLANER		Hard type value <b>ONLY</b> if offering a single % for the entire category -->			
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
PM310 (575-4708)	2-Jan-23	\$439,590	20.0%	\$ 351,672.00	
PM312 (628-7520)	2-Jan-23	\$675,460	20.0%	\$ 540,368.00	
PM313 (628-7521)	2-Jan-23	\$679,940	20.0%	\$ 543,952.00	
PM620 (602-4276)	2-Jan-23	\$778,390	20.0%	\$ 622,712.00	
PM622 (598-4588)	2-Jan-23	\$986,220	20.0%	\$ 788,976.00	
PM820 (602-4294)	2-Jan-23	\$922,920	20.0%	\$ 738,336.00	
PM822 (598-5311)	2-Jan-23	\$1,130,720	20.0%	\$ 904,576.00	
PM825 (598-5344)	2-Jan-23	\$1,138,220	20.0%	\$ 910,576.00	
5 COMPACTORS: A. ROAD		Hard type value <b>ONLY</b> if offering a single % for the entire category --> Hard type value <b>ONLY</b> if offering a single % for the entire sub-category -->			

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
CP11GC (566-2501)	2-Jan-23	\$226,320	19.0%	\$ 183,319.20
CP12GC (571-3123)	2-Jan-23	\$244,970	19.0%	\$ 198,425.70
CP34 (543-5243)	2-Jan-23	\$155,740	19.0%	\$ 126,149.40
CP44 (560-6326)	2-Jan-23	\$237,860	19.0%	\$ 192,666.60
CP54 (433-1611)	2-Jan-23	\$251,350	19.0%	\$ 203,593.50
CP56 (497-5485)	2-Jan-23	\$339,160	19.0%	\$ 274,719.60
CP68 (433-1617)	2-Jan-23	\$293,660	19.0%	\$ 237,864.60
CP74 (433-1619)	2-Jan-23	\$328,350	19.0%	\$ 265,963.50
CS10GC (571-3119)	2-Jan-23	\$174,790	19.0%	\$ 141,579.90
CS11GC (558-0882)	2-Jan-23	\$186,420	19.0%	\$ 151,000.20
CS12GC (571-3121)	2-Jan-23	\$201,900	19.0%	\$ 163,539.00
CS34 (543-5242)	2-Jan-23	\$135,000	19.0%	\$ 109,350.00
CS44 (560-6336)	2-Jan-23	\$193,700	19.0%	\$ 156,897.00
CS54 (497-5491)	2-Jan-23	\$244,980	19.0%	\$ 198,433.80
CS56 (433-1614)	2-Jan-23	\$245,050	19.0%	\$ 198,490.50
CS64 (433-1612)	2-Jan-23	\$218,910	19.0%	\$ 177,317.10
CS68 (433-1616)	2-Jan-23	\$263,550	19.0%	\$ 213,475.50
CS74 (433-1618)	2-Jan-23	\$307,550	19.0%	\$ 249,115.50
CS78 (433-1621)	2-Jan-23	\$345,670	19.0%	\$ 279,992.70

#### B. ASPHALT

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
CB1.7 (568-7901)	2-Jan-23	\$40,410	19.0%	\$ 32,732.10
CB1.8 (568-8424)	2-Jan-23	\$44,280	19.0%	\$ 35,866.80
CB10 (541-9921)	2-Jan-23	\$211,000	19.0%	\$ 170,910.00
CB13 (611-0533)	2-Jan-23	\$240,700	19.0%	\$ 194,967.00
CB15 (611-0564)	2-Jan-23	\$296,530	19.0%	\$ 240,189.30
CB16 (611-2388)	2-Jan-23	\$333,550	19.0%	\$ 270,175.50
CB2.5 (562-0799)	2-Jan-23	\$59,850	19.0%	\$ 48,478.50
CB2.7 (562-0899)	2-Jan-23	\$71,150	19.0%	\$ 57,631.50
CB2.9 (562-0999)	2-Jan-23	\$73,260	19.0%	\$ 59,340.60
CB4.0 (562-0800)	2-Jan-23	\$90,110	19.0%	\$ 72,989.10
CB4.4 (562-1000)	2-Jan-23	\$105,360	19.0%	\$ 85,341.60
CB7 (587-3810)	2-Jan-23	\$180,800	19.0%	\$ 146,448.00
CB8 (556-3652)	2-Jan-23	\$189,630	19.0%	\$ 153,600.30
CC2.7 (562-0899)	2-Jan-23	\$71,150	19.0%	\$ 57,631.50
CC4.0 (562-0900)	2-Jan-23	\$93,780	19.0%	\$ 75,961.80
CCS9 (496-0189)	2-Jan-23	\$264,100	19.0%	\$ 213,921.00
CW16 (495-5347)	2-Jan-23	\$148,830	19.0%	\$ 120,552.30
CW34 (588-4873)	2-Jan-23	\$252,880	19.0%	\$ 204,832.80

#### C. LANDFILL

Hard type value if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
816 (581-6781)	2-Jan-23	\$750,250	12.0%	\$ 660,220.00
826 (376-5010)	2-Jan-23	\$1,184,890	12.0%	\$ 1,042,703.20
836 (614-6259)	2-Jan-23	\$1,510,600	12.0%	\$ 1,329,328.00

#### 6 DOZERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
D1 (558-8521)	2-Jan-23	\$ 133,610.00	23.0%	\$ 102,879.70
D2 (558-8523)	2-Jan-23	\$ 163,290.00	23.0%	\$ 125,733.30
D3 (558-8525)	2-Jan-23	\$ 188,900.00	23.0%	\$ 145,453.00
D4 (581-0392)	2-Jan-23	\$ 273,370.00	23.0%	\$ 210,494.90
D5 (532-9785)	2-Jan-23	\$ 416,450.00	23.0%	\$ 320,666.50
D6 (624-6407)	2-Jan-23	\$ 525,210.00	19.0%	\$ 425,420.10
D7 (588-0565)	2-Jan-23	\$ 759,750.00	19.0%	\$ 615,397.50
D8 (616-2398)	2-Jan-23	\$ 1,010,130.00	19.0%	\$ 818,205.30
D9 (489-2671)	2-Jan-23	One Time Only		-
D10 (614-8169)	2-Jan-23	One Time Only		-
814 (581-6777)	2-Jan-23	\$805,620	15.0%	\$ 684,777.00
815 (581-6779)	2-Jan-23	\$751,440	13.0%	\$ 653,752.80
824 (376-5210)	2-Jan-23	\$1,073,800	15.0%	\$ 912,730.00
825 (376-5110)	2-Jan-23	\$1,187,420	13.0%	\$ 1,033,055.40
834 (347-5100)	2-Jan-23	One Time Only	-	-

#### 7 MOTOR GRADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
120GC (567-3807)	2-Jan-23	\$258,390	34.0%	\$ 170,537.40
120 (468-2237)	2-Jan-23	\$343,090	34.0%	\$ 226,439.40
140GC (558-0453)	2-Jan-23	\$362,210	30.0%	\$ 253,547.00
140 (515-2449)	2-Jan-23	\$440,790	30.0%	\$ 308,553.00
150 (577-2897)	2-Jan-23	\$498,230	30.0%	\$ 348,761.00
160 (577-2963)	2-Jan-23	\$535,470	30.0%	\$ 374,829.00
14 (549-9122)	2-Jan-23	\$719,420	19.0%	\$ 582,730.20

#### 8 PAVERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
AP300 (618-0559)	2-Jan-23	\$187,680	18.0%	\$ 153,897.60
AP355 (618-0561)	2-Jan-23	\$218,740	18.0%	\$ 179,366.80
AP400 (522-8992)	2-Jan-23	\$241,690	18.0%	\$ 198,185.80
AP455 (616-5430)	2-Jan-23	\$356,530	18.0%	\$ 292,354.60
AP500 (601-0176)	2-Jan-23	\$333,860	18.0%	\$ 273,765.20
AP555 (616-5436)	2-Jan-23	\$481,520	18.0%	\$ 394,846.40
AP600 (584-2860)	2-Jan-23	\$396,940	18.0%	\$ 325,490.80
AP655 (584-2858)	2-Jan-23	\$453,270	18.0%	\$ 371,681.40
AP1000 (605-6103)	2-Jan-23	\$445,160	18.0%	\$ 365,031.20
AP1055 (605-6102)	2-Jan-23	\$531,350	18.0%	\$ 435,707.00

#### 9 RECLAIMERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
RM400 (592-5936)	2-Jan-23	\$578,580	20.0%	\$ 462,864.00
RM500 (593-7117)	2-Jan-23	\$871,500	20.0%	\$ 697,200.00

\*

#### SITE DUMPERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
770 (300-0001)	2-Jan-23	\$801,420	3.0%	\$ 777,377.40
773 (574-4183)	2-Jan-23	\$1,228,480	3.0%	\$ 1,191,625.60

#### 11 SKID STEERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
226 (568-4726)	2-Jan-23	\$48,300	21.0%	\$ 38,157.00
232 (568-4727)	2-Jan-23	\$50,850	21.0%	\$ 40,171.50
236 (512-4236)	2-Jan-23	\$54,060	21.0%	\$ 42,707.40
242 (512-4242)	2-Jan-23	\$55,990	21.0%	\$ 44,232.10
246 (512-4246)	2-Jan-23	\$59,290	21.0%	\$ 46,839.10
262 (512-4262)	2-Jan-23	\$64,100	21.0%	\$ 50,639.00
272 (512-4272)	2-Jan-23	\$77,200	21.0%	\$ 60,988.00
239 (568-4728)	2-Jan-23	\$65,100	21.0%	\$ 51,429.00
249 (568-4729)	2-Jan-23	\$69,620	21.0%	\$ 54,999.80
259 (512-4259)	2-Jan-23	\$78,250	21.0%	\$ 61,817.50
279 (512-4279)	2-Jan-23	\$91,520	21.0%	\$ 72,300.80
289 (512-4289)	2-Jan-23	\$95,960	21.0%	\$ 75,808.40
299 (512-4299)	2-Jan-23	\$113,380	21.0%	\$ 89,570.20
299XE Land Management (512-4300)	2-Jan-23	\$141,040	21.0%	\$ 111,421.60

#### 12 TELEHANDLERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
TH255 (561-7233)	2-Jan-23	\$116,920	23.0%	\$ 90,028.40
TH357 (593-0220)	2-Jan-23	\$137,390	24.0%	\$ 104,416.40
TH3510 (593-0226)	2-Jan-23	\$157,150	24.0%	\$ 119,434.00
TH408 (593-0222)	2-Jan-23	\$141,680	24.0%	\$ 107,676.80
TL1055 (604-6114)	2-Jan-23	\$272,330	24.0%	\$ 206,970.80
TL1255 (604-6117)	2-Jan-23	\$297,700	24.0%	\$ 226,252.00
TL642 (601-9597)	2-Jan-23	\$179,680	24.0%	\$ 136,556.80
TL943 (601-9599)	2-Jan-23	\$207,750	24.0%	\$ 157,890.00

#### 13 TRACK EXCAVATORS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
300.9 (448-5781)	2-Jan-23	\$34,180	20.0%	\$ 27,344.00
301.5 (558-1308)	2-Jan-23	\$38,130	20.0%	\$ 30,504.00
301.7 (558-1318)	2-Jan-23	\$46,170	20.0%	\$ 36,936.00
301.8 (558-1329)	2-Jan-23	\$42,510	20.0%	\$ 34,008.00
302 (558-1339)	2-Jan-23	\$49,610	20.0%	\$ 39,688.00
302.7 (616-1981)	2-Jan-23	\$57,720	20.0%	\$ 46,176.00
303 (616-1989)	2-Jan-23	\$62,610	20.0%	\$ 50,088.00
303.5 (616-3222)	2-Jan-23	\$69,870	20.0%	\$ 55,896.00
304 (610-5464)	2-Jan-23	\$80,030	20.0%	\$ 64,024.00
305 (610-5460)	2-Jan-23	\$91,980	20.0%	\$ 73,584.00
306 (614-2569)	2-Jan-23	\$105,930	20.0%	\$ 84,744.00
307.5 (614-2549)	2-Jan-23	\$123,060	20.0%	\$ 98,448.00
308 (614-2518)	2-Jan-23	\$162,540	20.0%	\$ 130,032.00
309 (614-2524)	2-Jan-23	\$169,050	20.0%	\$ 135,240.00
310 (614-2560)	2-Jan-23	\$176,460	20.0%	\$ 141,168.00
313 (625-1773)	2-Jan-23	\$208,140	15.0%	\$ 176,919.00
313GC (625-1790)	2-Jan-23	\$191,550	16.0%	\$ 160,902.00
315 (625-1810)	2-Jan-23	\$230,770	19.0%	\$ 186,923.70
315GC (625-1841)	2-Jan-23	\$211,220	20.0%	\$ 168,976.00
317 (625-1864)	2-Jan-23	\$239,920	19.0%	\$ 194,335.20
317GC (598-9766)	2-Jan-23	\$228,010	20.0%	\$ 182,408.00
320 (623-2222)	2-Jan-23	\$253,990	15.0%	\$ 215,891.50
320GC (625-1901)	2-Jan-23	\$230,740	16.0%	\$ 193,821.60
323 (623-2265)	6-Jan-23	\$274,270	15.0%	\$ 233,129.50



325 (612-7461)	2-Jan-23	\$271,390	15.0%	\$ 230,681.50
326 (618-5917)	2-Jan-23	\$302,290	15.0%	\$ 256,946.50
330 (623-5918)	2-Jan-23	\$342,670	15.0%	\$ 291,269.50
330GC (630-7060)	7-Jan-23	\$328,630	16.0%	\$ 276,049.20
335 (612-4938)	2-Jan-23	\$379,630	15.0%	\$ 322,685.50
336 (626-7635)	11-Jan-23	\$337,290	15.0%	\$ 286,696.50
340 (626-7660)	2-Jan-23	\$382,780	16.0%	\$ 321,535.20
350 (630-1689)	2-Jan-23	\$508,920	10.0%	\$ 458,028.00
352 (626-7717)	2-Jan-23	\$759,640	10.0%	\$ 683,676.00
374 (627-0739)	2-Jan-23	\$1,003,600	10.0%	\$ 903,240.00

#### 14 TRACKED LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
953 (578-0147)	2-Jan-23	\$346,780	19.0%	\$ 280,891.80
963 (561-4704)	2-Jan-23	\$456,810	22.0%	\$ 356,311.80
973 (499-1536)	2-Jan-23	\$680,390	23.0%	\$ 523,900.30

#### 15 WHEEL LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
903 (535-8995)	2-Jan-23	\$82,930	23.0%	\$ 63,856.10
906 (572-7976)	7-Jan-23	\$108,900	23.0%	\$ 83,853.00
907 (572-7977)	7-Jan-23	\$115,960	23.0%	\$ 89,289.20
908 (572-7978)	7-Jan-23	\$130,150	23.0%	\$ 100,215.50
910 (538-6986)	12-Jan-23	\$152,170	23.0%	\$ 117,170.90
914 (538-6988)	12-Jan-23	\$165,290	23.0%	\$ 127,273.30
920 (538-6990)	12-Jan-23	\$183,130	24.0%	\$ 139,178.80
926 (541-2670)	12-Jan-23	\$234,440	24.0%	\$ 178,174.40
930 (541-2671)	12-Jan-23	\$263,660	24.0%	\$ 200,381.60
938 (536-5303)	12-Jan-23	\$304,420	24.0%	\$ 231,359.20
950GC (611-9048)	7-Jan-23	\$333,940	20.0%	\$ 267,152.00
950 (590-6108)	5-Jan-23	\$392,940	18.0%	\$ 322,210.80
962 (590-6109)	5-Jan-23	\$414,580	18.0%	\$ 339,955.60
966GC (620-2540)	5-Jan-23	\$469,540	20.0%	\$ 375,632.00
966 (545-7238)	5-Jan-23	\$563,800	15.0%	\$ 479,230.00
972 (545-7175)	5-Jan-23	\$594,970	11.0%	\$ 529,523.30
980 (540-2521)	11-Jan-23	\$718,960	11.0%	\$ 639,874.40
982 (540-2530)	5-Jan-23	\$790,700	11.0%	\$ 703,723.00
988 (347-5000)	2-Jan-23	\$1,166,840	11.0%	\$ 1,038,487.60

#### 16 WHEELED EXCAVATOR

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
M314 (623-5738)	2-Jan-23	\$270,760	26.0%	\$ 200,362.40
M315 (623-5741)	2-Jan-23	\$276,960	26.0%	\$ 204,950.40
M316 (623-5754)	2-Jan-23	\$304,000	26.0%	\$ 224,960.00
M318 (623-5757)	2-Jan-23	\$318,120	26.0%	\$ 235,408.80
M319 (623-5768)	2-Jan-23	\$332,570	26.0%	\$ 246,101.80
M320 (623-5775)	2-Jan-23	\$335,130	26.0%	\$ 247,996.20
M322 (623-5780)	2-Jan-23	\$416,420	26.0%	\$ 308,150.80
MH3022 (571-8076)	2-Jan-23	\$148,440	26.0%	\$ 109,845.60
MH3024 (571-8077)	2-Jan-23	\$169,960	26.0%	\$ 125,770.40
MH3026 (585-5803)	2-Jan-23	\$168,990	26.0%	\$ 125,052.60

#### ATTACHMENTS (WORK TOOLS)

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Aftermarket Work Tools (varies per machine)	2-Jan-23		15.0%	\$ -

#### \* SWEEPERS:

Hard type value if offering a single % for the entire category -->

N/A

##### A. AIRPORT/RUNWAY, WALK BEHIND

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### \* B. RIDING

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### \* C. PARKING LOT

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
------------	-------------------------------------------------------------------------------	------------	------------------------	----------------

				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

\*

D. SIDEWALK

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Attachment I**  
**COST PROPOSAL**  
**Section 3 - Discount % Off Evaluation**  
**Heavy Equipment Value Add Cost Evaluation and Contract Offering**

**ADDITIONAL INSTRUCTION:**

1. Within the tables, list the value add products / services you intend to provide under the resulting contract award. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**Value Add Cost**

**Category #**

**1 ARTICULATED DUMP HAULERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-

**2 ARTICULATED HAULERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

**3 BACKHOES**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

**4 PLANNER/COLD PLANNER**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

**5 COMPACTORS:**

**A. ROAD**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

**B. ASPHALT**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-

Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### C. LANDFILL

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 6 DOZERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 7 MOTOR GRADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 8 PAVERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 9 RECLAIMERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 10 SITE DUMPERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-

				-
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#### 11 SKID STEERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 12 TELEHANDLERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 13 TRACK EXCAVATORS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 14 TRACKED LOADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 15 WHEEL LOADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 16 WHEELED EXCAVATOR

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Training Options	N/A	Varies		-
Finance and Lease Options	N/A	Varies		-
Extended Protection Program	N/A	Varies		-
Customer Value Agreements (Planned Maintenance)	N/A	Varies		-
Technology Products	N/A	Varies		-
Jobsite Solutions	N/A	Varies		-
Safety Services	N/A	Varies	15%	-
				-

#### 17 SWEEPERS:

##### A. AIRPORT/RUNWAY, WALK BEHIND

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
--------------------------------------------	-------------------------------------------------------------------------------	------------	------------	----------------

				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**B. RIDING**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**C. PARKING LOT**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**D. SIDEWALK**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Attachment I**  
**COST PROPOSAL**  
**Section 3 - Discount % Off Evaluation**  
**Industrial Equipment**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3. Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**MINIMUM DISCOUNT % OFF TABLE**

Category #					Offered Minimum Discount %
	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				Off N/A
1 <b>AIR COMPRESSORS</b>	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
	N/A			N/A	#VALUE!
					\$ -
					\$ -
					\$ -
	[insert additional lines as necessary]				\$ -

Category #					Offered Minimum Discount %
	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				Off N/A
2 <b>BACK UP BATTERY PACKS</b>	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
	N/A			N/A	#VALUE!
					\$ -
					\$ -
					\$ -
	[insert additional lines as necessary]				\$ -

Category #					Offered Minimum Discount %
	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				Off N/A
3 <b>GENERATORS</b>	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
					\$ -
					\$ -
					\$ -
					\$ -
	[insert additional lines as necessary]				\$ -

Category #					Offered Minimum Discount %
	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				Off N/A
4 <b>FORKLIFTS</b>	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
	N/A			N/A	#VALUE!
					\$ -
					\$ -
					\$ -
	[insert additional lines as necessary]				\$ -

Category #					Offered Minimum Discount %
	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				Off N/A
5 <b>LIGHT TOWERS</b>	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
	N/A			N/A	#VALUE!
					\$ -

				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Offered**  
**Minimum**  
**Discount %**  
**Off**

**Category #**

6 **OTHER (IN SCOPE)**

Hard type value **ONLY** if offering a single % for the entire category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Offered**  
**Minimum**  
**Discount %**  
**Off**

**Category #**

7 **OTHER (IN SCOPE)**

Hard type value **ONLY** if offering a single % for the entire category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -



**Attachment I  
COST PROPOSAL**

**Section 3 - Discount % Off Evaluation  
Industrial Equipment Value Add Cost Evaluation and Contract Offering**

**ADDITIONAL INSTRUCTION:**

1. Within the tables, list the value add products / services you intend to provide under the resulting contract award. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**Value Add Cost**

**Category #**

**1 AIR COMPRESSORS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!

**2 BACK UP BATTERY PACKS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**3 GENERATORS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**4 FORKLIFTS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**5 LIGHT TOWERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**6 OTHER (IN SCOPE)**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**7 OTHER (IN SCOPE)**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
N/A			N/A	#VALUE!
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -